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A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY  
Mitchell Brothers Publishing Co.

VOL. XXXV.

CHICAGO, ILLINOIS, JULY 15, 1916.

No. 1.

One Dollar Per Annum.  
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& Co.**

**GRAIN  
and  
PROVISIONS**

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**Mackenzie & Day**  
GRAIN MERCHANTS

We solicit consignments and offers of cash grain;  
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Covers all markets. Ask for the weekly or  
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Is a scoop on wheels carrying 2½ bushels of grain and 200 lbs of coal. With it  
a boy can do more than five men with hand scoops.

Saves time and labor which are money.

Saves fretting and sweating and demurrage bills.

Saves its cost in wear of other scoops.

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Price \$10.00  
At Factory.

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Ship your grain to us.

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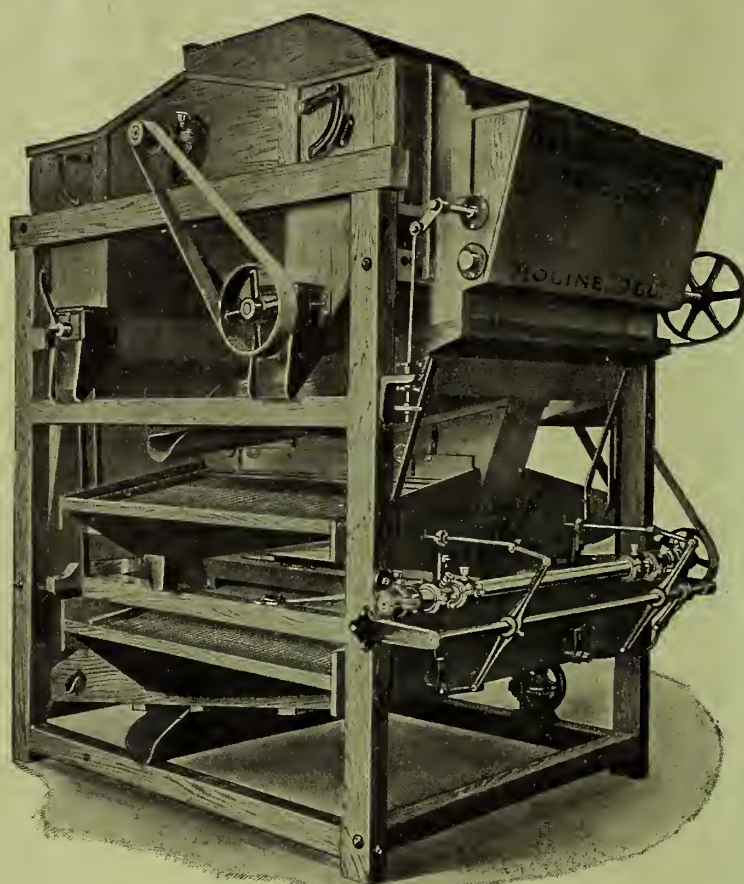
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The journal boxes and eccentrics are self-oiling in the latest and most perfect manner.

The sieve cleaning device which is applied to the under side of the sieves, is superior to any other device used for the purpose. It lifts the clogged material out of the holes and causes it to tail over instead of assisting it to pass through with the grain.

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In short, these machines are light running, easily controlled and operated, have large capacity, are durable and efficient.

We furnish them under the fullest guarantee.

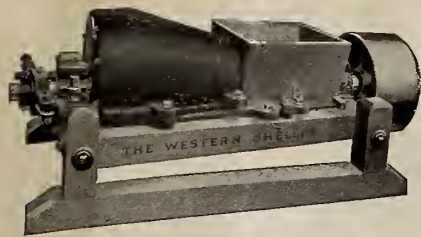
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**MILL BUILDERS AND**

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**ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.**

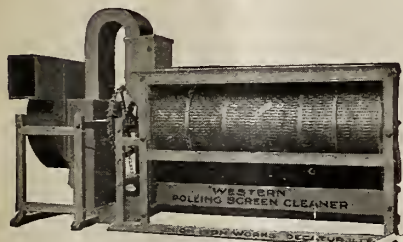




"Western" Regular Warehouse Sheller



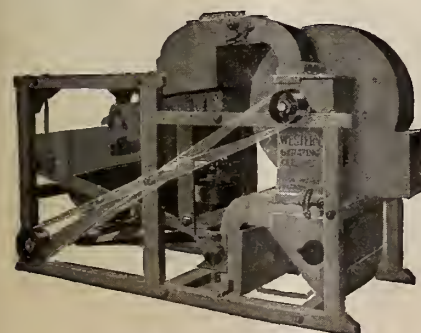
"Western" Pitless Warehouse Sheller



"Western" Rolling Corn Screen Cleaner



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## ARE YOU ENLISTED IN THE ARMY OF WESTERN OPERATORS?

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We have also adopted a service which calls for shipment the day the order reaches us. This, together with the assurance that the supplies reach their destination in good order, is our watchword and guarantee.

Enlist in the army of Western operators, to be fully prepared when the new crop moves to handle your share of the grain with efficiency and at a maximum profit, remembering that Western equipment with Western "preparedness" is a means to that end. Write today for our elegant bound catalogue describing fully the merits of Western grain handling machinery and Western "preparedness" enjoyed by Western operators everywhere. A postal will do.

## UNION IRON WORKS

Decatur, Illinois, U. S. A.

Complete line of Shellers and Cleaners kept at 1221-23 Union Ave., Kansas City, Mo.





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- all chimneys are in good condition.
- your office stoves and others, are set up right.
- steam pipes do not come in contact with wood.
- tramps are not allowed to loaf around the plant.
- oily waste is not left lying around.
- machinery bearings do not run hot.
- railroad locomotive sparks are guarded against so that they do not set fire to your property.
- all water barrels are full and pails hang beside them. 25% of the fires are extinguished by the use of these.
- all fire fighting apparatus is in good working order.
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**BELTING  
HOSE  
PACKING  
VALVES**

## Depend on Goodyear Klingtite

The low maintenance cost of Goodyear *Klingtite* Belting is a source of real satisfaction to grain elevator operators.

Such a favorable belt record can only be due to one cause—Goodyear quality of construction.

The frictioned surface of *Klingtite* does give superior service over an ordinary rubber covered belt.

This frictioned surface is absolutely impervious to moisture and mildew and will not disintegrate and come off, as does the cover of a rubber belt.

You will find, as have hundreds of other Goodyear belt users, that *Klingtite* is the one belt for continuous service and low tonnage cost in the terminal and inland elevator.

The improvement in elevator and conveyor systems, together with the increased durability and dependability offered by Goodyear belt construction have accomplished great strides in economical elevator operation.

For flat or troughed conveying, for bucket elevating and transmission, Goodyear *Klingtite* is the one belt you should keep in mind.

And when you next purchase belting remember that final cost and not first cost, is the only satisfactory way to judge belt quality.

**The Goodyear Tire & Rubber Company**  
AKRON, OHIO



**Beall**  
THE MARK OF QUALITY

## PREPARE For the New Crop

The proper separating and cleaning of grain is necessary to secure premium on your shipments on the next crop movement. This requires a separator that is always ready, always reliable, always dependable.

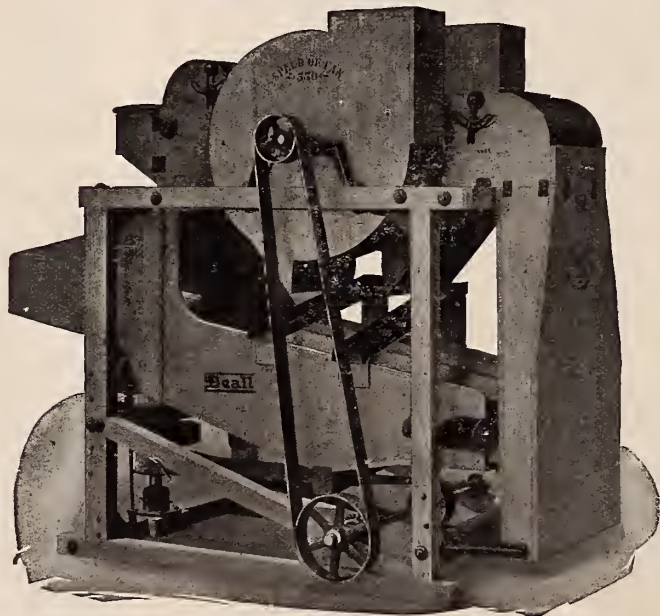
Our system of working two independent fans regulates with air so perfectly that there are never any "dead" spots where grain is not cleaned or "over strong" spots where good grain is carried off because of too much air.

Grain cleaned with a Beall Separator raises its grade making it comply in every respect with the Federal grain grade.

### The Beall Rotating Warehouse and Elevator Separator

is extremely simple in design, built very strong, is thoroughly braced, and will not rack. It embodies all the best features found in separators of other makes, and to these we have added the following pronounced features:

- 1st. It has a rotating motion, slow speed and perfect balance.
- 2nd. It has two fans working independent of each other.
- 3rd. It has large capacity for the amount of floor space.
- 4th. A small amount of horse-power is required for operating.



Built in Ten Sizes  
Guaranteed Without Limit

A BEALL BOOK FOR YOU.—Write for our interesting booklet on grain cleaning and the "New Beall Separator." It will prove a source of profit to you. Your copy is ready. Write for it today.

**The Beall Improvements Co., Inc.**  
DECATUR, ILLINOIS, U. S. A.

## What Mr. Snyder Says About Long System Mills and His Midget Marvel Self-Contained Mill

Levels, W. Va.,  
January 24, 1916

"We chased the flour selling proposition all up and down the land for nine years, but the success of it did not please us. The trouble was we lacked quality in our flour.

"We then installed a Midget Marvel Flour Mill which introduced quality into our flour, and now the success of our selling flour is only limited by the capacity of our mill, and our financial success is assured because we produce quality flour at the least possible cost per barrel. Hence our ability to meet any competition, with access to all markets."

M. L. Snyder & Sons  
Per W.L.S.

### "We Will Clear \$4220 in Twelve Months"

says the Wolcott Milling Co., Mt. Clemens, Michigan.

McMurray & Copeland of Ellington, Missouri, say: "We have made money with the Midget Mill and can recommend it."

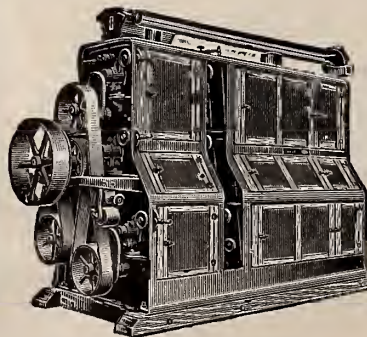
We have many, many endorsements similar to the three we picked out and show above. Some are from men who have discarded Long System outfits—some are from men with no previous experience who have become successful millers.

Throughout the land there are 700 Midget Marvel Mills which are making **better** flour at the least expense. Once housewives try this flour, they want no other.

The economies of the Midget Marvel Mill are many. The yield is the highest. Less power, less labor and less capital are necessary to operate. All the disadvantages of the Long System Outfits are removed in this new improvement. Contrast the modern automobile with the first one, and you have a good contrast between the Midget Marvel Self-Contained Flour Mill and the old style roller mill.

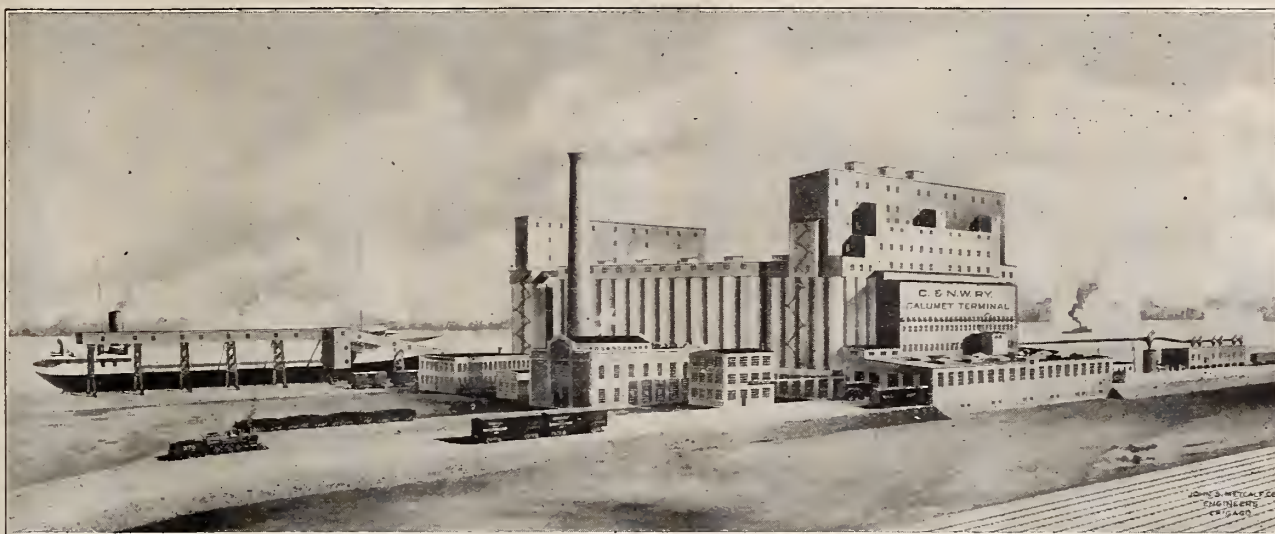
### Get This Free Book Now

If you are not thoroughly familiar with the Midget Marvel Flour Mill, write today for our interesting book entitled, "The Story of a Wonderful Flour Mill," which gives all the details, together with the successes of different owners and our 30-day free trial offer. Every miller in America should have this book, whether or not he contemplates making a change at once. For this book tells the story of the most remarkable event in milling since the adoption of the roller process thirty years ago. Don't delay—write today.



**Anglo-American  
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## C. & N. W. RY. Calumet Terminal Elevator

### South Chicago, Illinois

Now under Construction. Total Capacity of Completed Plant: 10,000,000 Bushels. To be operated by the Armour Grain Company of Chicago.

Designing and Consulting Engineers for Entire Work

# John S. Metcalf Company, Limited

## GRAIN ELEVATOR ENGINEERS

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## The Improved Economy Cracked Corn Separator and Grader

Covered by two patents and third patent pending



The right for the manufacture and sale of the Economy Cracked Corn Separator and Grader has been taken away from The Grain Machinery Company, of North Vernon, Ind., by the inventors, J. W. Linkhart & Sons, who are the owners of the patents and are now manufacturing this valuable machine and putting same on the market very much improved. Look our rating up and see if we are responsible for all claims we may make.

This valuable machine is in a class by itself because of the number of good features it has over any other machine that does the same kind of work, being very simple in construction and operation and making four grades of highly polished poultry feeds at the same operation at a very small expense. These facts and the low price make the machine fit the needs of all poultry feed manufacturers. All we ask is a chance to ship machines on a free ten-day trial order and let the work of the machine make its own sale.

Write for printed matter and samples of work done on this machine and copies of letters from well-pleased firms who have bought the machines, both in this country and Canada. Here are some names below. Write to them. They are strangers to us.

J. W. Shields, Seymour, Ind.; Columbus Milling Co., Columbus, Ind.; S. F. Ross, Jonesville, Ind.; John Hill, Taylorsville, Ind.; George Warfield, Hicksville, Ohio; J. Zimmern Company, Mobile, Ala.; W. D. Foote & Co., Champaign, Ill.; Bennett Milling Company, Geneva, Ill.; Ivey & Co., Port Dover, Ont., Canada. *We can send many others.*

**J. W. LINKHART & SONS, Sole Manufacturers**  
NORTH VERNON, IND.

Infringers will be prosecuted to the full extent of the law.

## "When Better Elevators Are Built— BURRELL Will Build Them"



AS IT IS  
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**Burrell  
Builds  
Best  
Buildings**

For  
Grain Storage  
Purposes

Seventy Contracts during 1915 of both large and small elevators in all parts of the United States is a fair indication of our standing as builders for the grain trade.

We Maintain the  
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for Your Convenience:

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217 Board of Trade Building . . . . . INDIANAPOLIS, IND.  
16 Hoke Building . . . . . HUTCHINSON, KAN.  
705 Baker-Boyer Building . . . . . WALLA WALLA, WASH.

CONCRETE or WOOD

**Burrell Engineering & Construction Co.**

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## Transfer Elevators Terminal Elevators Country Elevators

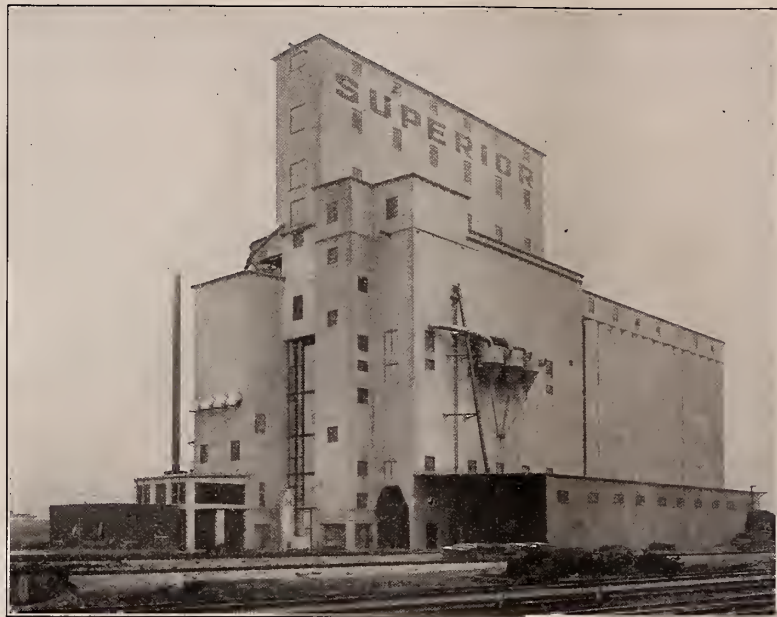


Concrete Fireproof Grain Elevator built for the Crabbs-Reynolds-Taylor Co. at Wingate, Ind. Capacity 60,000 Bushels.

**Macdonald Engineering Co.**  
Monadnock Building, CHICAGO, ILL.

## Superior Elevator, Recently Completed at Buffalo, N.Y.

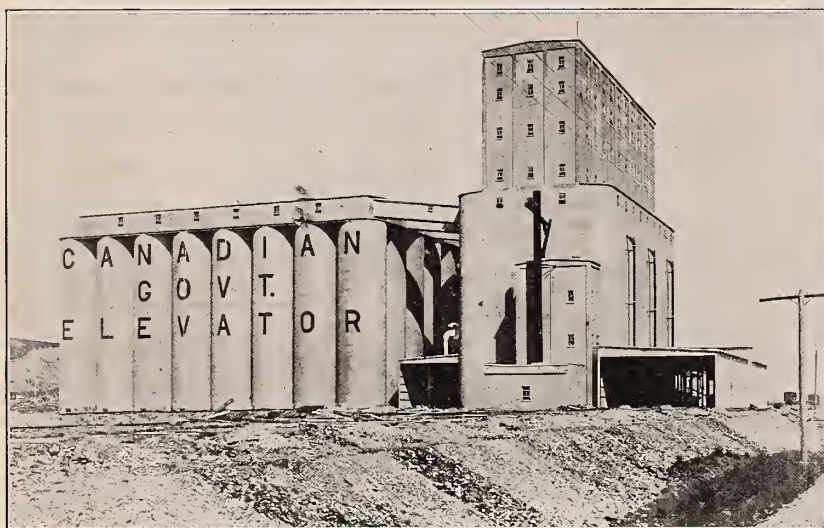
Storage capacity 1,500,000 bushels, with complete equipment for receiving grain from boats or cars, and for cleaning, drying and bleaching grain.



Fireproof Construction Elevators, Mills and Warehouses

We prepare plans and make lump-sum price for the complete work.

**MONARCH ENGINEERING CO.**  
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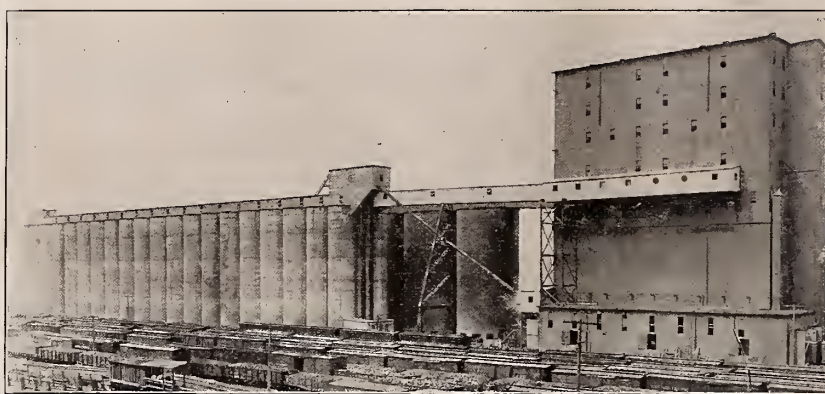


Terminal Elevator, Calgary, Alta., 2,500,000 Bushels Capacity, Recently Completed.

**We Build Reinforced Concrete Structures of all Types  
Grain Elevators, Mills and Industrial  
Plants a Specialty**

Our Engineering Department is ready to solve your problems and furnish preliminary estimates.

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GENERAL CONTRACTORS  
717-718 Dime Savings Bank Bldg., Detroit, Mich.  
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1,250,000 bushel addition to Kansas-Missouri Elevator at Kansas City, Mo.

**The Stephens Engineering Company**  
ENGINEERS AND CONTRACTORS  
Monadnock Bldg. CHICAGO, ILL.



**Grain Elevators**  
of any size and any type  
Designed and Built for  
**Safety and Economy**

A record of successful construction in both North and South America is proof that we can meet your local conditions and satisfy every requirement.

If considering building, write us for standard designs.

**The 3 Americas Co.**  
Builders of Better Elevators  
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## One Million Bushel Fireproof Terminal Elevator

FOR THE  
**Western Maryland Railroad Co.**  
Port Covington, Baltimore, Md.



*Write us for designs and estimates*

We Design and Build Elevators, any type of construction, in any part of the World.

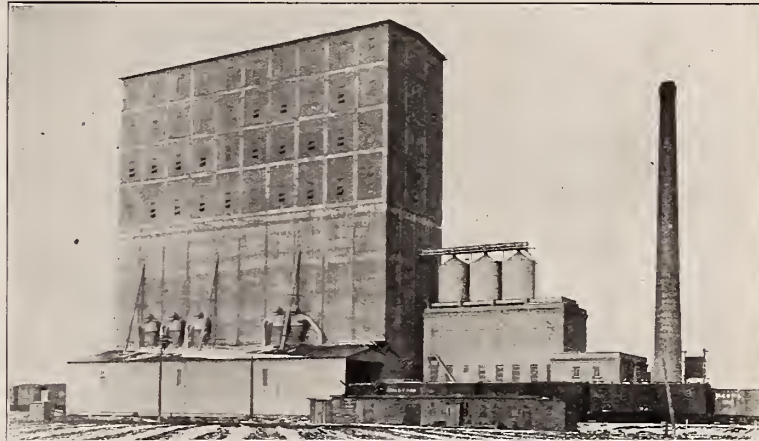
**JAMES STEWART & CO., Inc.**  
GRAIN ELEVATOR DEPARTMENT

Fifteenth Floor of Westminister Building CHICAGO, ILL.  
W. R. SINKS, Manager

## The Michigan Central Fire Proof Grain Elevator

Located at 124th Street and Cottage Grove Ave.  
KENSINGTON, CHICAGO, ILL.

Absolutely the most rapid handling elevator in or about Chicago.



Our experience covers every branch of grain elevator building work as well as any type or style of construction to meet requirements in any locality.

*Designs and estimates promptly furnished.*

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Engineers and Builders of  
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32 years of experience in  
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## Reliance Construction Company

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Established 1827

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**Grain Elevators, Flour Mills and Heavy Structures**

Reinforced Concrete and Steel Ore Dock under construction at Superior, Wisconsin, for the Allouez Bay Dock Company. Entirely Fireproof.

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# The New Jersey Car Spring & Rubber Co.'s Grain Elevator Belt

The reason for this is that there is fifty-eight years of experience built into every belt, and it comes out in satisfactory service.

The varied conditions under which GRAIN ELEVATOR BELTS must necessarily operate, have been the subject of careful study and investigation by this company. The result is SATISFACTORY SERVICE under the most strenuous test.

Let the belts tell their own story. Prompt attention and satisfactory service assured by the Old Reliable

## NEW JERSEY CAR SPRING & RUBBER CO.

JERSEY CITY, N. J.

## Are You Prepared

to save your grains from the damage of wet harvests?

ARE YOU PREPARED to take care of the immature corn which is already guaranteed by the lateness of the growing crop—delayed as it has been by weeks of cool, rainy weather?

REMEMBER LAST SEASON and profit by the experience. Get a

### HESS DRIER

OR A

### Hess Out-Door Conditioner

and BE PREPARED for unfavorable conditions, which you can thus make profitable to yourself. WRITE—WIRE—TELEPHONE. Our service is prompt and efficient.

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Brown-Duvel Moisture Testers Also

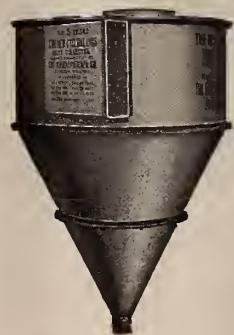
## The "Knickerbocker Cyclone" Dust Collector



For Grain Cleaners

ALL STEEL

Write for Catalog



The Knickerbocker Company,

Jackson, Mich.

## They All Point to the Bowsher

A mill that will crush or grind ear corn (with or without shucks), Kaffir in the head and all kinds of small grain.

A mill that has conical shaped grinders—which do the work close to the center of the shaft, thus effecting a great saving of power.

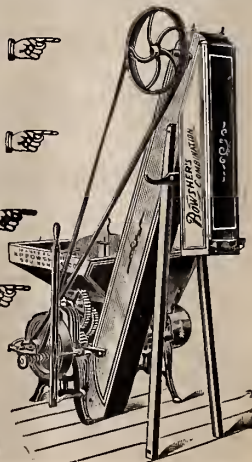
A mill that can run empty without injury, as the grinders will not strike together.

A model feed mill, light running and handy to operate; different from all others. A complete independent outfit.

These are a few of the many reasons why the Bowsher is the mill for you.

Sold with or without elevator. 10 sizes, 2 to 25 H. P.

N. P. Bowsher Co., South Bend, Indiana







# Elevator Buckets

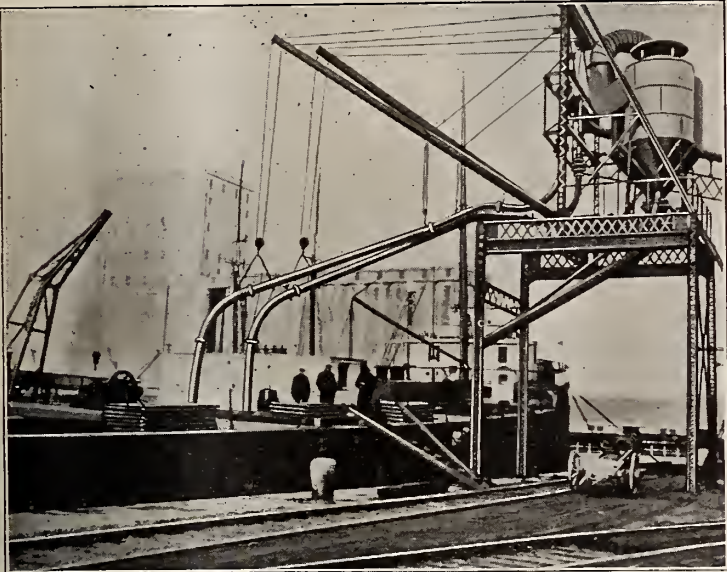
**Salem Buckets** fill easily, carry maximum load, and empty clean. Notice rounded corners and general shape. The best elevator bucket for all kinds of grain, and mill products.

Made in more sizes and gauges than any other bucket on the market. We fill orders promptly from the large stock which we carry.

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Either by SUCTION or PRESSURE

offer the only means of satisfactorily solving difficult TRANSPORTATION and UNLOADING problems.

Grain can be carried by AIR ECONOMICALLY THROUGH DISTANCES UP TO 2000 feet and lifted 200 feet.

**SUCTION UNLOADERS for BOATS AND CARS**

LABOR SAVING—AUTOMATIC—CLEAN—NO DUST—  
NO BREAKAGE OF GRAIN—NO REPAIRS—  
NO FIRE DANGER

Write for INFORMATION and ESTIMATES to

**PNEUMATIC CONVEYOR COMPANY**

Old Colony Building, CHICAGO

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Show the value of any number of bushels or pounds of **WHEAT, RYE, OATS, CORN OR BARLEY** at any given price from 10 cents to \$2.00 per bushel. One of the most useful books ever offered to millers. Indorsed by prominent millers and grain dealers. Bound in cloth, 200 pages. Mailed on receipt of price.

**\$1.25**

Mitchell Brothers Publishing Co., 431 S. Dearborn St., Chicago, Ill.



Unquestionably our **Helicoid** (continuous flight conveyor) is the best screw conveyor made. We are the originators of and fully equipped to make the sectional flight conveyor also, but advise customers to use Helicoid, because it is better balanced and more durable than any other screw conveyor, and renders more satisfactory service.

Helicoid conveyor is well adapted to the handling of grain and all milling products; cotton seed and cotton seed products, fertilizers, sugar, starch, rice, coal, ashes, cement, concrete, phosphate, sawdust and many other articles.

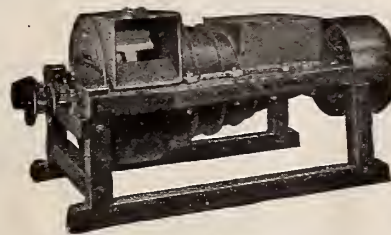
**HELICOID COSTS NO MORE THAN OTHER CONVEYORS**

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NEW YORK, Fulton Bldg., Hudson Terminal, 50 Church St.  
DALLAS, TEXAS, 711 Main St.

## DEFENSE

Grain Elevator owners should prepare for defense as well as nations. Defend your business from a loss by installing machinery that will meet all demands in continual service.



U. S. Corn Sheller.

**CONSTANT** machines will lower your insurance rate and have many features not found in other machines.

The **CONSTANT LINE** consists of everything needed to operate an elevator efficiently: buckets, wagon dump, cars pullers, transmission machinery, ball bearing manlifts, shellers, grain cleaners, boots, etc.

They are all built to make money for the grain elevator man.

Whatever you need in the elevator line, whether it is but a single article at a modest price, or you have an entire elevator to equip, you will find we have unequalled inducements to offer.

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Bloomington, Ill.

**Kansas City Mill and Elevator Supply Co.**  
Kansas City, Mo.

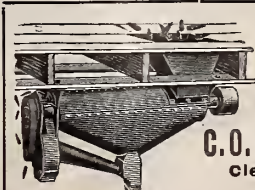


Constant Safety Man-Lift.



**DUST! DUST! GIBBS PATENT DUST PROTECTOR** is invaluable to operatives in every industry where dust is troublesome. It has been thoroughly tested for many years in every kind of dust, and is the most reliable protector known. Perfect Ventilation Nickel-plated protector, \$1. postpaid. Circular free.

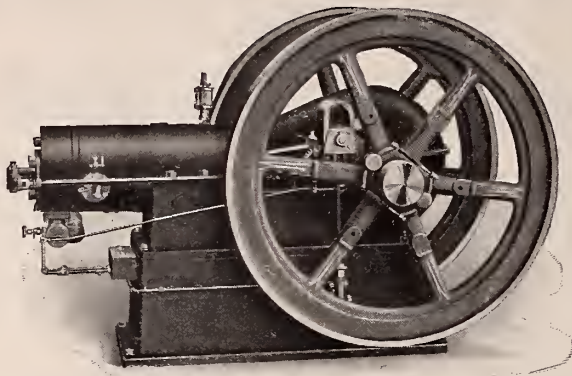
Agents wanted. **GIBBS RESPIRATOR CO.**  
"B" 124 East Ave., Oak Park (Chicago), Ill.



**Triumph Power Corn Sheller**  
**C. O. Bartlett & Co.**  
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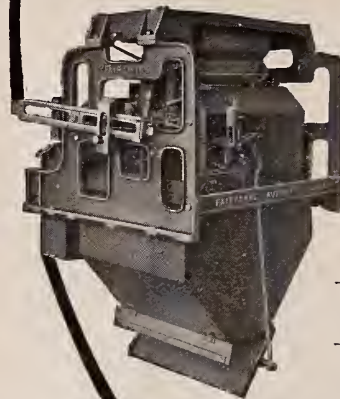
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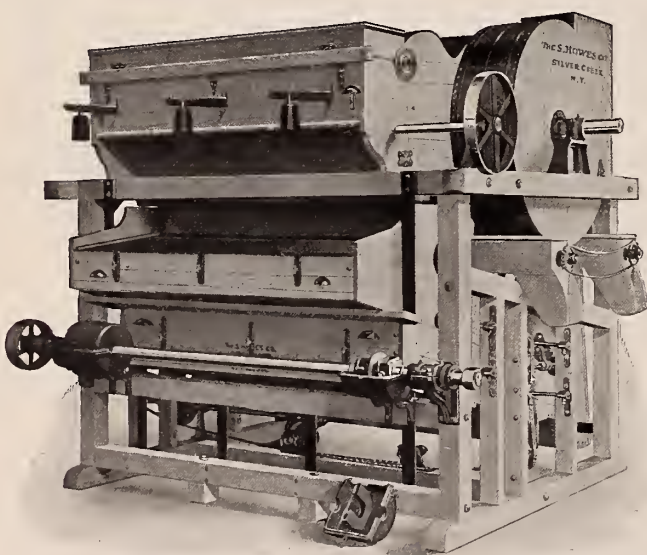
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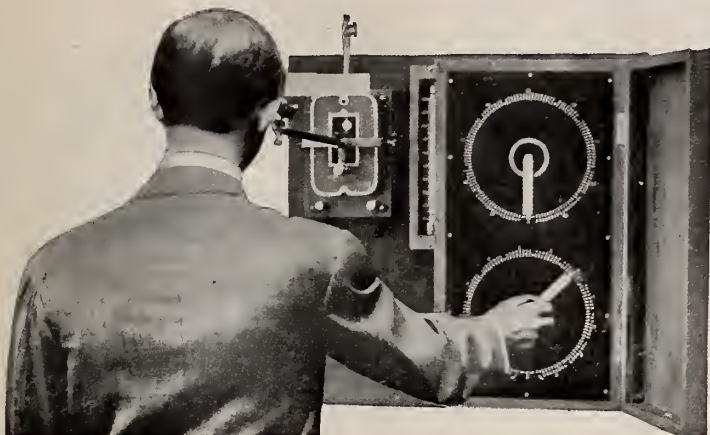
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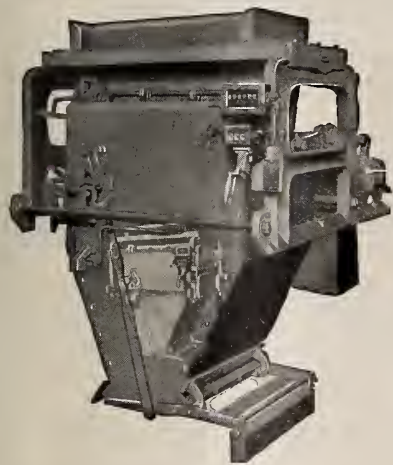


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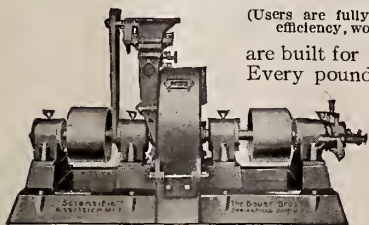
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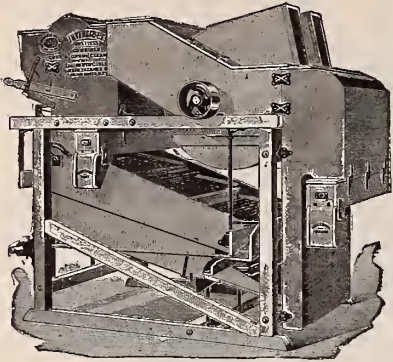
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But it handles mixed corn and cob from sheller perfectly—without clogging of silks

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a second set of screens is instantly ready for other grains—by throwing a simple lever.

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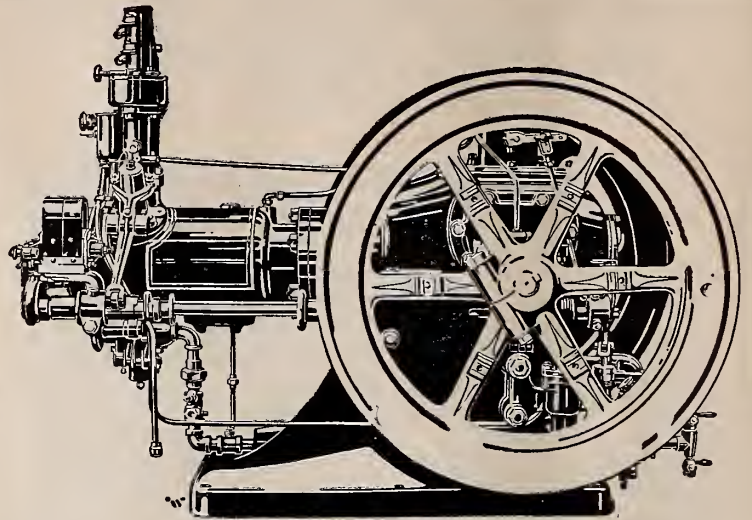
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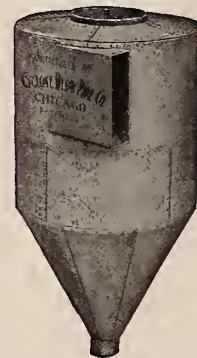
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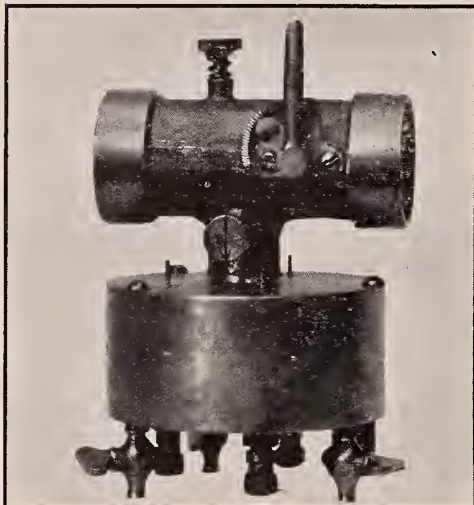
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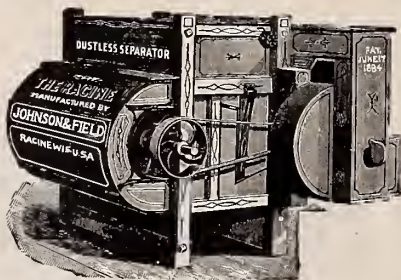
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They are built for perfect service and will always clean and grade your seeds or grain in a better condition than any other machine.



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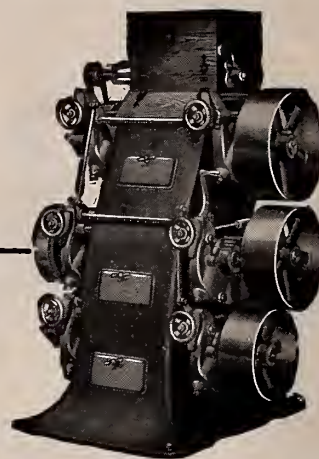
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ELEVATOR MAN WHO HANDLES CORN

It is the only work that covers the field from the growing to the final disposition of the cereal. An exhaustive treatise on corn growing, breeding, marketing, etc.

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See book on Mills, No. 1290 for details.  
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Everything  
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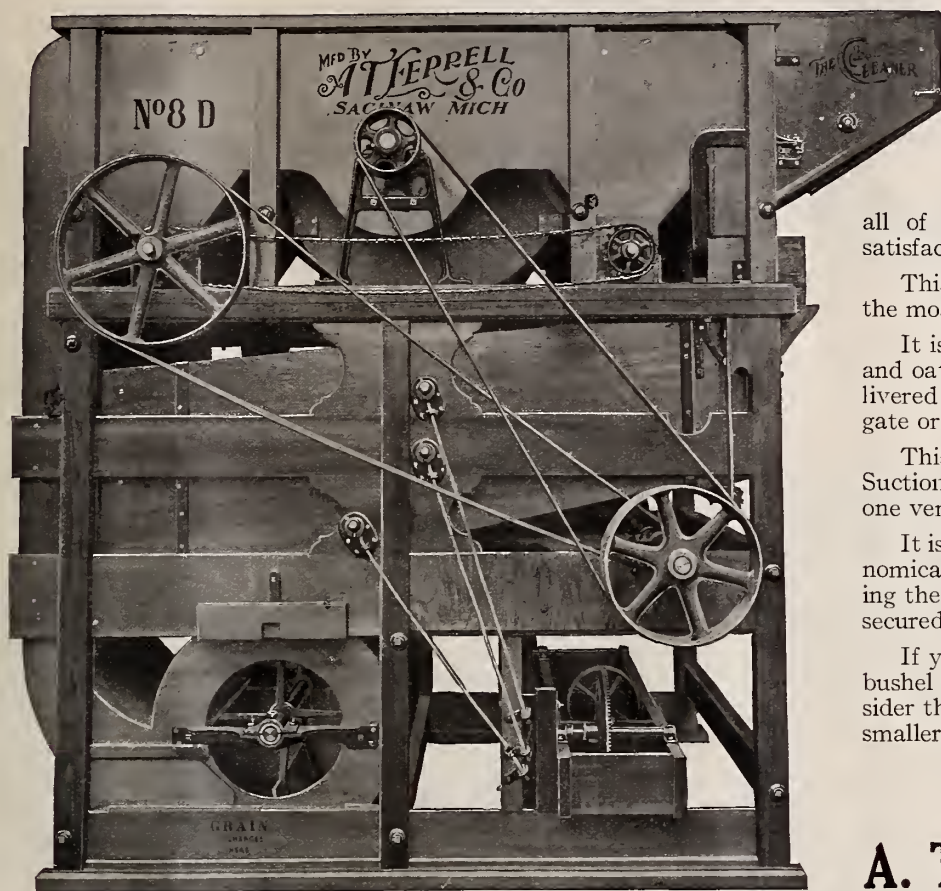
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THE demand for a high grade grain cleaner with large capacity and capable of making close separations has induced us to design and place this machine on the market. We installed the first machine of this type two years ago and since that time have placed several more. After carefully testing them out under the closest observation and most severe tests, we feel gratified to be able to say that all of the machines installed to date are giving excellent satisfaction, both as to capacity and results.

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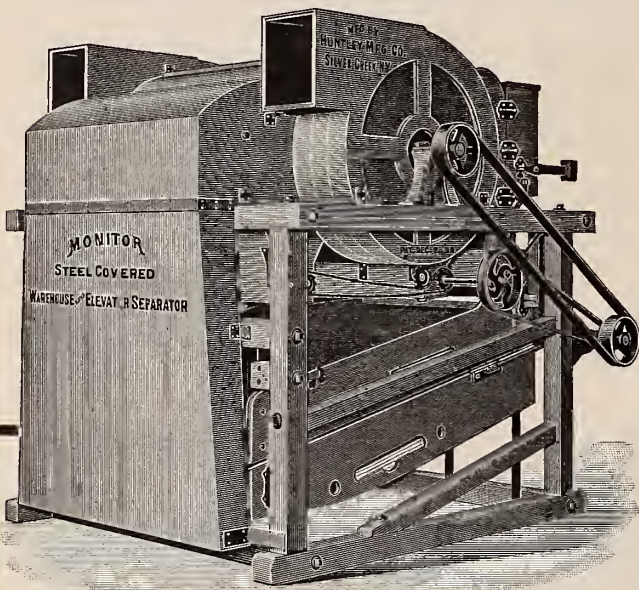
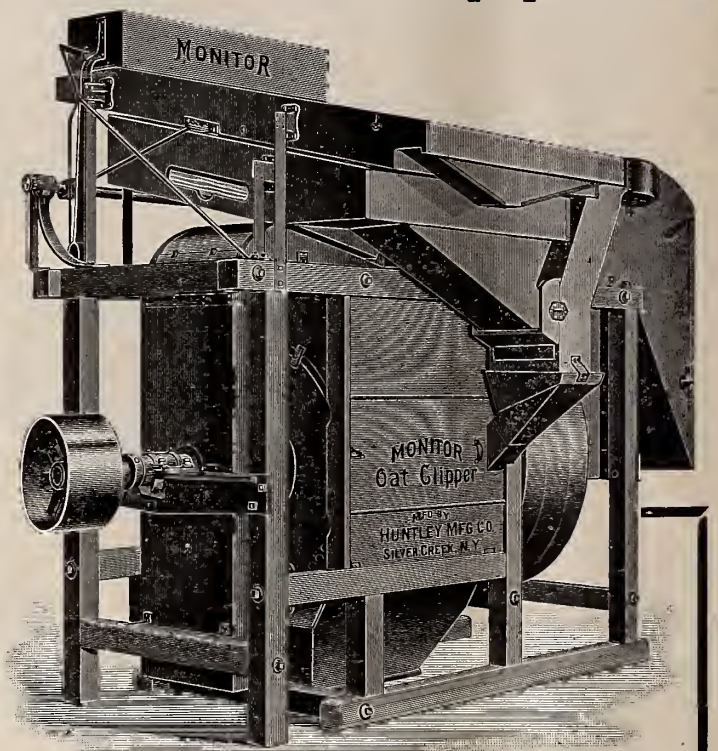
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Grueling service, continuous all-day-and-night runs in the World's largest Elevators is where we have established the "wear-proof" qualities of "Monitor" Clippers and Cleaners. With "Monitors" extraordinary cleaning and extraordinary clipping are but ordinary things—unparalleled performance that satisfies the World's largest, most critical users of this kind of Machinery. For refined, approved, heavy-duty construction, simplified, accessible mechanism, correct adjustment and perfect manipulation "Monitor" Clippers and Cleaners are undisputed leaders. Study those *maximum wearing qualities* of "Monitors," compare performance, investigate to your heart's content, the more you search for real "wear-proof" qualities the more you will become convinced "Monitors" possess them to an unparalleled degree.

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Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Established in 1882.



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Vol. XXXV.

CHICAGO, ILLINOIS, JULY 15, 1916.

No. 1

# A Helping Hand for the Grain Trade in the Coming Year

## Some Interesting Federal Undertakings Which Promise Tangible Results

By WALDON FAWCETT

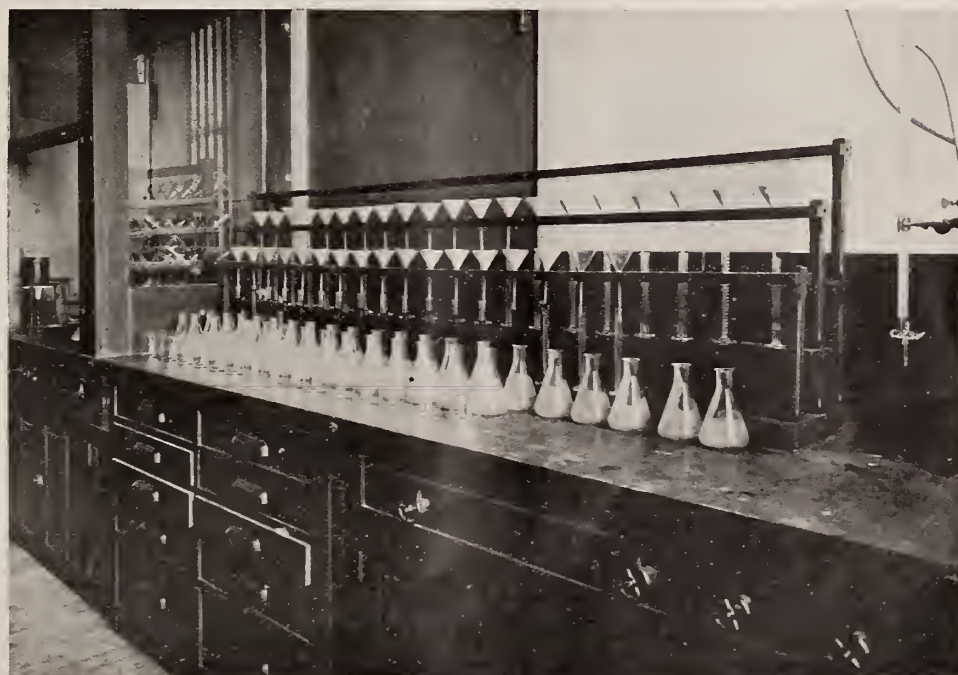
QUITE aside from any grain grading and warehousing activities, the coming year bids fair to be a most active one for almost all the various branches of the United States Government that have to do with the furtherance of the interests of the commercial grain trade. It is not so much that new work is to be inaugurated—although that is to be the case to some extent—but rather that notable extensions are planned for important tasks already under way. Moreover, certain Federal undertakings of considerable significance to the grain trade have now progressed to the point where it is reasonable to expect that this coming year will witness the disclosure of tangible results.

To the grain man who keeps his books and takes stock of things on the basis of the calendar year, it may appear a bit odd to be talking, at this juncture, about Uncle Sam's plans "for the new year." The explanation is found in the circumstance that the fiscal year of the United States Government extends from July 1 to June 30. All plans and appropriations cover such period, overlapping two calendar years. In the present instance, as it happens, Congress had to step lively in the end in order to provide the appropriations for the Department of Agriculture for the year extending from the middle of 1916 to the middle of 1917, for, be it known, unless such appropriations are made at least a month in advance of the official New Year it is difficult for the Federal workers to have all their plans laid for a "flying start" on new or expanded programs.

It is a matter for congratulation that the season of 1916-1917 is to find Uncle Sam going deeper into his pocket for money for investigations and experiments of practical value to the grain trade. This loosening of the purse strings is gratifying because all readers



A CORNER IN THE NEW ORLEANS LABORATORY OF U. S. OFFICE OF GRAIN STANDARDIZATION SHOWING MOISTURE TESTER



FILTER STAND IN A TYPICAL FEDERAL GRAIN LABORATORY Showing Arrangements of Funnels, Graduated Flasks and Beakers Used in Making Corn Acidity Determinations.

will recall that during the past couple of years the cry for economy in Governmental administration, or at least in Departmental administration, resulted in severe chopping of the estimates made by some of the Federal grain experts of the monetary requirements for carrying on their work. Indeed, certain studies of grain-handling methods had to be suspended altogether.

The demand for economy has been again heard this year in Congressional quarters despite the reports of general prosperity that have come from the country at large, but fortunately it has not been allowed to affect adversely the appropriations for next year's work in connection with the grain-growing and grain-handling industry. As evidence of the spirit that the grain trade is entitled to all the aid that can be given, witness a heavy increase in the allotment of funds for "cereal investigations" and especially the investigation of the diseases of wheat known as black rust and stripe rust. Likewise observe the extra allowance of "spending money" for investigations of the handling, grading and transportation of Kaffir, milo and other grain sorghums, to say nothing of the project for the establishment of a new grain standardization laboratory in Minnesota.

Dr. William A. Taylor, Chief of the U. S. Bureau of Plant Industry, recently explained to Congressmen that the only large increase requested in the appropriations for the entire range of work of his division of the Department of Agriculture was for work in connection with grain handling, grading and transportation. This fact indicates the Government's appreciation of the importance of this work. Referring to the emphasis that is being placed upon the work henceforth to be done with respect to sorghums Dr. Taylor said:

"It is increasingly important



to study the methods of growing, storing and handling such crops as Kaffir, milo and those other grain sorghums that are becoming so important in the Southwest. It came out during the last year, in connection with the consideration of the contemplated legislation on grain standardization, that there was doubt in some minds as to whether this would be included as grain. It is desired to enlarge the work upon that group of grains. The culture of grain sorghums is increasing very rapidly in western Nebraska, Kansas, eastern Colorado, Oklahoma and Texas. The sorghums are, to a considerable extent, taking the place of corn, as safer and more reliable crops in dry seasons. We have had impressed upon us, particularly during the past year, the importance of having definite information in regard to the manner of handling grain sorghums. They do not carry well in storage with the methods in general vogue."

Dr. J. W. T. Duvel, technologist in charge of Grain Standardization, when he recently appeared before the Committee on Agriculture of the U. S. House of Representatives, with respect to the plans for the coming year, took occasion to emphasize that the work of this branch of the Government is not restricted, as many people seem to suppose, to the fixing of grain grades. Indeed, Dr. Duvel brought out that instead of spending \$109,000 a year for fixing grades, as has been the misapprehension, only about \$10,000 to \$12,000 a year has been expended for that purpose. All the remainder of the money has gone for the study of handling, storage and transportation methods. In answer to a question Dr. Duvel indicated that of the \$704,000 which the United States Government has expended to date upon grain standardization not more than \$50,000 has been spent in connection with the fixing of grades. Latterly, it may be added, the expenditures in this sphere have been mostly in bringing together all available data on wheat in anticipation of the establishment of official grades.

When the Agricultural Committee was making up the schedule of appropriations for next year's grain work there developed, among members of the committee who are grain growers, quite a discussion as to whether the Government is not spending considerable money that it need not spend in connection with the study of methods of harvesting and handling grain on the farm. Objection was made, in particular, to the expenditure of much money for the study of shocking and stacking—that is, the quality and grade of wheat resulting from threshing directly from the shock as compared with the quality obtained from threshing from the stack. It was contended that grain growers know all that there is to be known on this subject without the Government telling them, and that even if expert grain buyers are willing to pay an increase of 2 cents a bushel for grain properly handled through the stack, that bonus will mean nothing to the grower in the great wheat sections of the Northwest who cannot get labor or if he does must pay as much to put the grain into stacks as he gets in increased selling price owing to the quality of the grain. Departmental officials who heard the objections made defended their course in devoting time and money to the study of this problem by declaring that such study was necessary if they are to answer the many inquiries that come to them as to what is the best method to follow in order to get the best quality of grain.

Dr. Taylor in correcting the wrong impression of Congressmen with respect to the aim and object of the Government's study of grain handling said: "The ultimate goal of this group of studies is to develop the most satisfactory methods for the handling, transportation and grading of grain, and if we are to succeed we must secure a wealth of accurate information regarding the influence of the different methods and processes that obtain from the farm to the mill. This is perhaps more obvious in connection with the establishment of standard grades for grain, for only through intimate knowledge of the possibilities and requirements of all the parties interested can grades be established that are fair alike to the farmer, the shipper and the miller. Specialists in each phase of commercial production

and utilization of grain have such training that frequently our men may learn from them much that is important in our work. It is not possible, however, for us to take the opinions of these specialists for facts and rely on them exclusively; we must have figures, based on thorough investigations the accuracy of which figures can not be questioned."

When Dr. Duvel was explaining to the Congressional committee his plans for this coming year one member inquired: "What have you found out about the handling of grain at the country elevators?" The reply was: "The investigations have resulted in much larger quantities of grain being bought on the basis of grade. We have also co-operated with a great many country elevators and find it is entirely practicable for them to buy and handle on the basis of grades. They are doing it now in many sections to the entire satisfaction of the producers

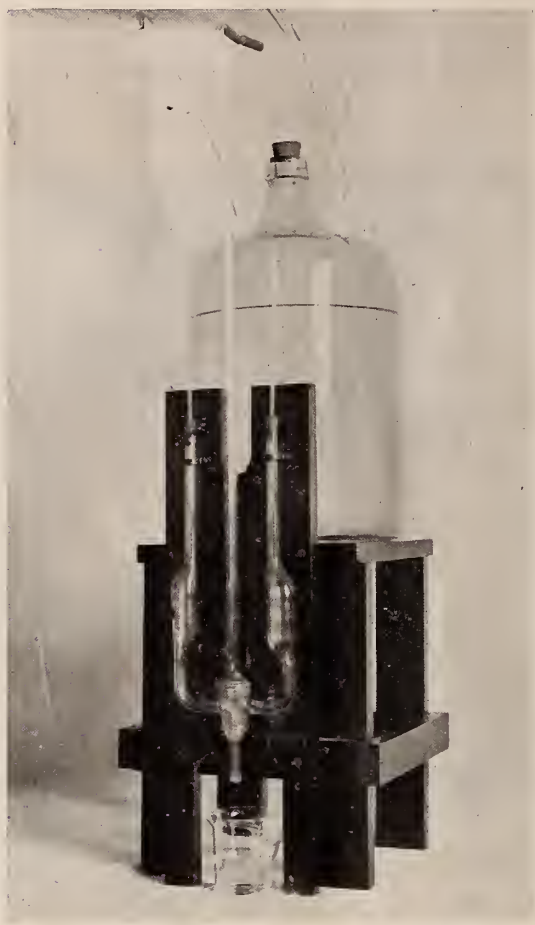
safely, the quantity of dirt in the grain, and all similar factors, so that when it comes to fixing the grades the farmer will be thoroughly represented and that the grades and standards so fixed will be such as he can deliver and which will not be a detriment to him and put him out of business in any way. For example, in testing the moisture content, we want to know what percentage of the various grain crops will come within the various limits of moisture content, and so on, so that the producer can meet a grade without any hardship. We do not want to throw the bulk of his grain into sample grade; but, of course, sample grain can not be fixed so low that all grain coming in will be No. 1, because, if it were, then the price would be likewise fixed on a lower basis."

Grain men may be interested in a statement that Dr. Duvel made to his Congressional inquirers designed to put in a nutshell the essentials which the Government seeks in establishing grain grades. Said he: "Our idea is to follow as closely as possible the various factors that have been in use in the trade for a number of years and to accept many of those factors that the trade now requires. For instance, we have moisture content; a great many of the markets specify that the grain shall be dry or reasonably dry, which means nothing when you come to sift it down, because no two persons have the same idea of dryness as applied to grain. They also provide that it shall be clean or reasonably clean. We believe it can be made definite as to what shall be considered clean or reasonably clean and that such factors can be fixed on a definite percentage basis, not with the idea that it will be necessary to make all these determinations in every case, but rather to provide something definite by which to measure in case of a dispute as to grade."

Work will be continued during the coming year on the Government's study of the quality and condition of export grain, but this work will be mainly in the way of "checking up" work already completed and a keeping in touch with the quality of grain exported because the corn work is completed and there is not the necessity for equally extensive work on wheat owing to the smaller amount of moisture carried. Dr. Duvel recently summarized the situation with reference to export investigations as follows: "The work has been fairly well covered. We know what amount of moisture they will carry with safety, and we know the quality of the grain being exported and why it gets out of condition; and, as a result of our investigations a number of changes have been made by the steamship companies in their methods of loading, etc. The difficulty is, of course, that a great deal of our grain is sold on the basis of our certificates being final. We have not followed grain to points in the interior of Europe because we are not interested in the condition of the grain when it reaches the interior point. We want to know primarily the condition of the grain when it is delivered in Europe at the first port of arrival because there the complaints coming back to our dealers originate."

It is the Government's plan to spend several thousand dollars next year in studying the mixing of grain by elevator companies at the terminal markets, the mixing of grain at country elevators, and also the mixing of grain on the farm—the various classes of mixtures and the peculiar conditions which determine the purity of the grain they can grow under good conditions so that the Federal experts can correlate the farm conditions with the amount of mixing that is done in the elevators. Says Dr. Duvel with reference to this project: "This question is very well brought up at the present time on account of the mixture of spring wheat and Durum wheat, which is a matter of great importance in connection with the grading of Durum in this country at the present time."

The Grain Standardization officials would like to establish three new laboratories to supplement the eight laboratories now located at various points in the country. It is contended that if grades are to be established on a just basis in the spring wheat area more work must be done in the spring wheat section, and consequently the officials are particu-



AUTOMATIC PIPETTE IN A U. S. LABORATORY  
This is connected to Bottle of Distilled Water for Use  
in Corn Acidity Determinations

in the communities in which they are located, and equally to the satisfaction of the elevator men."

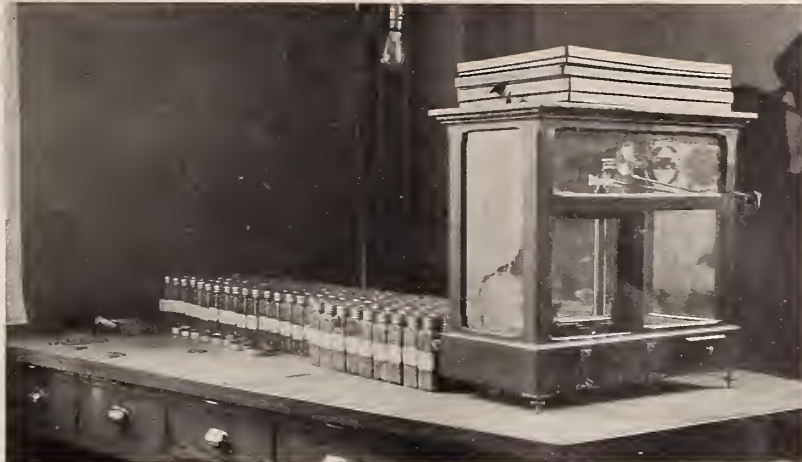
Congressman Hengelsen evidently has a high estimate of the shrewdness of country elevator men, for in demurring as to the ability of Uncle Sam to teach anything to the country elevator men he said, addressing the Department officials: "I do not believe there is anything you can tell those country buyers in a practical way, because no one can be a wheat buyer unless he has had experience in the elevator. He is supposed to be an expert man. He is practically as much of an expert as your experts are. I do not know how you can do anything except in the handling of grain in terminal elevators. That is something you can take up. There is a great deal of complaint and a great deal of dissatisfaction. I believe if you should go into the terminal elevators and find out the actual conditions and give the facts to the farmer so he can satisfy himself that it is handled satisfactorily and that he is getting a fair proposition, I believe you would be rendering him a good service. But when you come to the country elevator, I do not know that you can do anything there."

Explaining the purpose of the Government's work at country elevators Dr. Duvel stated: "We want to find out the moisture content of the grain delivered at a country elevator that will store and keep





FEDERAL EXPERT USING DUVEL BALANCE TO ASCERTAIN PERCENTAGE OF WHEAT ANALYSES



A SEPARATING TABLE IN A U. S. GOVERNMENT GRAIN LABORATORY, SHOWING FINE BALANCE AND SAMPLES OF GRAIN

larly keen for the proposed new laboratory in Minnesota. It is being urged that there should also be a new laboratory at Buffalo or some other lake port where the grain changes from boat to rail and that to complete the country-wide chain of grain laboratories an institution should be placed at St. Louis. Incidentally it may be of interest to note that the officials explain that not all of the laboratories needed now would be absolutely necessary after grain grades are fully established, but that under any Federal supervision system laboratories would have to be maintained at the principal grain markets in order to give the prompt service that would be necessary.

"Cereal Investigations," a Governmental activity that will assume new importance this next year, embraces Uncle Sam's general breeding work with cereal plants and also the investigations of the diseases of cereals. In connection with this disease work there will be continued the selection of types that are resistant to rust and the production of new forms by crossing. The cereal disease experts hope to be able to perfect during the coming year an important new treatment for the smut of wheat. Bunt, it is claimed, can be very readily overcome by the hot water treatment the same as the smut of oats, but the loose smut of wheat is somewhat different. Hence, the importance of a new method that is now being worked out by Dr. Humphrey and Dr. Briggs of the Department of Agriculture that will allow the grain man to pasteurize the seed or treat it with hot water in a very much quicker and more effective way.

To elevator men one of the most interesting features of the Governmental program mapped out for the coming year is the half promise that the ensuing twelvemonth shall see some tangible results

from the investigation of cereal dust explosions undertaken some time ago. This is the study in which the Department of Agriculture, through its Bureau of Chemistry and Office of Rural Engineering, is co-operating with the U. S. Bureau of Mines. It is claimed that remedies have already been found in so far as threshers are concerned—that machines equipped as the Government recommends had no trouble last year, whereas year before last 300 threshing machines were burned in the Pacific Northwest as a result of fires originating from explosions of grain dust.

Explosions in elevators constitute, of course, a more complex problem. Relative to this Dr. Alsberg, Chief of the Bureau of Chemistry, said the other day: "The grain elevator and mill is a very bad fire risk. One of the reasons is there is so much dust around that the mill is likely to blow up or the elevator is likely to blow up, and we are investigating that. It is evident that anything which increases the cost of handling grain is going to lower the price to the farmer and to increase the price to the consumer. That has to be counted in. So if we can reduce the fire risk and explosion risk in the handling of grain we think it is a valuable thing for the Government to do.

"We are in the second year of this work and we think we probably have the problem for the threshing machines pretty well solved. As a result of the explosion in Buffalo in 1913 that killed 33 persons the New York State Industrial Board started to formulate a series of rules and regulations to prevent similar occurrences. They had no data, but it was known that the Bureau of Mines and the Bureau of Chemistry were co-operating on this question and they called in our experts. As a result regulations have been formulated in the state of

New York to prevent these occurrences and other states are adopting those regulations pretty much as they stand. The regulations are based to a considerable extent upon the joint recommendations of the Bureau of Mines and the Bureau of Chemistry.

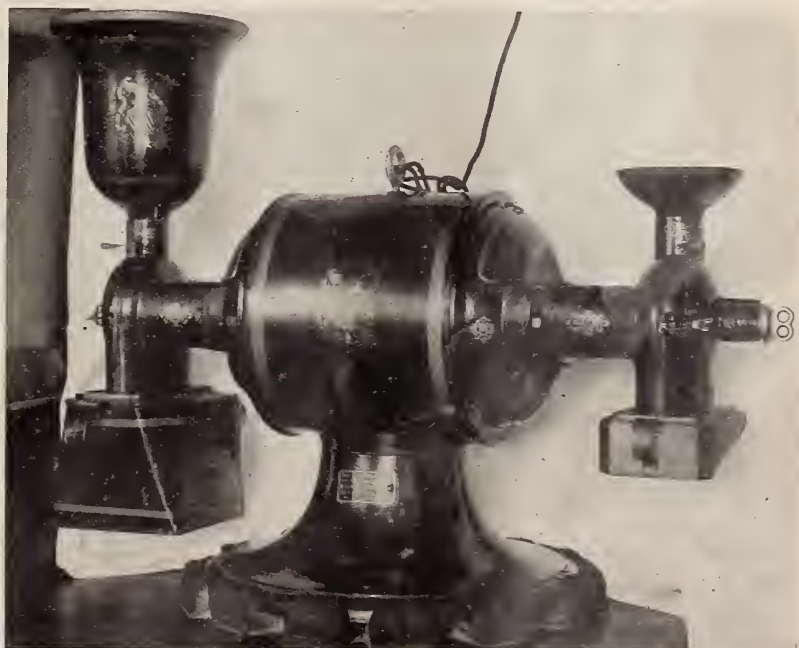
"In conclusion it may be noted that Uncle Sam's cereal dust explosion experts are at work upon means to prevent cereal dust from collecting around the cylinder of a threshing machine (there to be exploded by any chance spark), and they have just about completed an automatic sprinkler designed to extinguish a fire resulting from explosion ere it has time to spread to the machinery or surrounding grain. During the early part of the coming fiscal year this new apparatus will be thoroughly tried out in the 'explosion gallery' at Pittsburgh provided for just such tests, and there will likewise be practical demonstrations of two other devices invented by the Federal experts and designed to prevent the cereal dust explosions and fires due to static electricity."

## CARLOT MINIMUMS TO BE ACCEPTED

Virtual assurance is given that the Official Classification Committee will accept the new carlot minimums which have been worked for so faithfully by the Transportation Committee of the National Association. After several conferences these proposed minimums were accepted by the railroads in the Central Freight Association Territory, and now it is expected that any day an announcement will be made that they are included in the official classification, after which 90 days will have to elapse before they go into effect. It is suggested by the Transportation Committee that in planning future business this shall be borne in mind and provided



APPROVED BALANCE FOR WEIGHING SMALL GRAIN SAMPLES



MOTOR-DRIVEN MILL FOR GRINDING GRAIN SAMPLES



for in any contracts which may be made ahead. The proposed minimum weights and rules governing them, as given by Mr. Goemann, are as follows:

Wheat .....	64,500 pounds
Corn .....	61,600 pounds
Rye .....	61,600 pounds
Barley .....	60,000 pounds
Oats .....	51,200 pounds
Barley and oats mixture (with more than 25 per cent barley).....	60,000 pounds
Barley and oats mixture (with 25 per cent or less of barley) .....	51,200 pounds
Ear corn .....	49,000 pounds
Grain Screenings (consisting of one or more kinds of grain) .....	51,200 pounds

## Rule 1.

In ordering cars for grain the minimum carload weight of which is subject to this rule, the shipper must order those cars of weight capacity equal to or in excess of the minimum carload weights prescribed.

Whenever practicable cars of weight capacity equal to or in excess of the minimum carload weight prescribed will be furnished, and when available they must be used.

If the carrier is unable to furnish a car of weight capacity equal to or in excess of the prescribed minimum carload weight and a car of less weight capacity is available, such smaller capacity car will be furnished and the minimum weight to be charged therefor will be its marked capacity, but in no case less than 40,000 pounds.

## Rule 5.

When a car of grain or grain screenings is loaded at loading point to within three feet of the roof at the side walls of the car and a notation to this effect is inserted on bill of lading by shipper, actual weight will apply. In the absence of a notation to the above effect the prescribed minimum weights subject to actual weights if in excess will apply.

The minimum weights are to be applied on both export and domestic shipments.

It is the belief of the Committee that these minimum weights and rules will be published in the official classification and in the various grain tariffs of the carriers, and not become effective until after 90 days' notice.

The Committee would, therefore, suggest that the grain trade govern the making of their future contracts accordingly.

Very truly yours, HENRY L. GOEMANN,  
Chairman.

## HOUSE COMMITTEE REPORTS POMERENE BILL

The Pomerene Bill of Lading Bill has at last been reported out of the House Committee on Interstate and Foreign Commerce. June 24 was the big day. In a conference between representatives of the railroads, the American Bar Association and the National Industrial Traffic League, certain amendments were agreed upon and these were included in the bill as it came from the Committee. The twenty-first section, having to do with the "shipper's load and count" clause as passed by the Senate, was amended, and includes a proviso suggested by E. P. Smith of Omaha in behalf of the grain interests.

Section 21, as passed by the Senate, is as follows:

Sec. 21. That when goods are loaded by a shipper at a place where the carrier maintains an agency, such carrier shall, on written request of such shipper, and when given a reasonable opportunity by the shipper so to do, count the packages of goods if package freight and ascertain the kind and quantity of bulk freight within a reasonable time after such written request, and such carrier shall not, in such cases, insert in the bill of lading, or in any notice, receipt, contract, rule, regulation, or tariff, "Shipper's Weight, Load, and Count," or other words of like purport indicating that the goods were loaded by the shipper and the description of them made by him. If so inserted, contrary to the provisions of this section, said words shall be treated as null and void and as if not inserted therein.

As reported to the House, this section reads as follows, Mr. Smith's part of it being given in italics:

Sec. 21. That when package freight or bulk freight is loaded by a shipper and the goods are described in a bill of lading merely by a statement of marks or labels upon them or upon packages containing them, or by a statement that the goods are said to be goods of a certain kind or quantity or in a certain condition, or it is stated in the bill of lading that packages are said to contain goods of a certain kind or quantity or in a certain condition, or that the contents or conditions of the contents of packages are unknown, or words of like purport are contained in the bill of lading, such statements, if true, shall not make liable the carrier issuing the bill of lading, although the goods are not of the kind or quantity or in the condition which the marks or labels upon them indicate, or of the kind or quantity or in the condition they were said to be by the consignor. The carrier may also by inserting in the bill of lading the words "shipper's weight, load and count" or other words of like purport indicate that the goods were loaded by the shipper and the description of

them made by him; and if such statement be true, the carrier shall not be liable for damages caused by the improper loading or by the non-receipt or by the misdescription of the goods described in the bill of lading. *Provided, However, where the shipper of bulk freight installs and maintains adequate facilities for weighing such freight, and the same are available to the carrier, then the carrier, upon written request of such shipper and when given a reasonable opportunity so to do, shall ascertain the kind and quantity of bulk freight within a reasonable time after such written request, and the*

carriers shall not in such cases insert in the bill of lading the words "shipper's weight," or other words of like purport, and if so inserted contrary to the provisions of this section, said words shall be treated as null and void and as if not inserted therein.

There are several other alterations of a minor nature, but nothing which will change the fundamental character of the Bill in its design to make the bill of lading a negotiable document of the first rank.

## The Worth of the Small Buyer

Mixed Car Business Aggregates Large Volume of Trade—Attention to This Class of Trade Often Leads to Big Orders

By G. D. CRAIN, Jr.

THIS is the day of the big idea. Americans pay attention only to that which is described in superlatives. The tallest skyscraper, the biggest battleship, the heaviest heavyweight—these are the commanding figures. So it is that in business the big buyer gets all the attention, and the little fellow often is left to shift for himself.

Of course, orders that mean volume are mighty attractive, and to book the order of a single concern for 10 carloads of one kind and grade of grain means business that is going to move smoothly, and that will be handled without a hitch anywhere. It will disturb routine comparatively little—perhaps less than a single car where more than one item must be dealt with.

But while it is true that the big orders are attractive, it is likewise true that the small buyer in the aggregate is paying for a lot of stuff. He may seem hardly worth paying any attention to, and his business may appear to cost more in the handling than it is worth, but by the time the totals are figured up, it will usually be found that this trade has contributed its share to the net profits.

The main thing about the proposition, which should appeal to the practical grain dealer, is that there is a maximum amount of competition for the business of the important buyer. Everybody knows about him, and everybody caters to him. He is on the mailing list of all the shippers, and if there is a salesman in his territory, that salesman makes a point of calling on the Big Boy and trying to pry him loose from a little business.

It is human nature to gravitate in the direction of large bodies, just as it is fly nature to swarm where the sugar is thickest. But while every fly may get plenty of sugar, competition as severe as that which develops when everybody is after the same order necessarily means that a lot of people are going to get left. Hence if one confines his attention exclusively to the trade which is in evidence constantly, and for which there is more competition, the number of lost orders is going to figure pretty high, in terms of percentage, even though the volume may be fairly good.

The corollary of this is that the grain man is likely to find that he is carrying most of his eggs in one basket, and while Mr. Carnegie's well-known recipe of concentrating this way and then "watching the basket" sounds all right, it is obvious that the chance to lose heavily is always present. There is enough risk in business, and in the grain business particularly, without adding to it unnecessarily.

It is much more healthy business to have a large number of comparatively small accounts than to have a few big ones. This is not simply on account of the credit hazard, which is practically eliminated in handling grain, but for the reason suggested, that the loss of a few accounts in the latter type of concern knocks a big hole in the volume, whereas business which goes off the books can be readily replaced if it consists of comparatively small items.

Of course, it does take more time and trouble to look after the trade of the small buyer. He has peculiarities, and the physical operations required to handle two or more items in the same car is out of proportion, sometimes, to the profit involved. Besides, his requirements need to be studied, and because he is rated as a picayunish customer, who is a piker compared with the regular fellows, he

does not always get the attention which he deserves.

Nevertheless, the grain dealer who studies the wants of this trade, and prepares himself to serve it accordingly, is going to have a field which is not overworked, and a specialty which will repay attention. Incidentally, customers of this character, who will doubtless be surprised at the amount of service they are getting, are notably not so severe as to grade as the more important customers, and hence a connection of this kind is likely to be more pleasant and not so hard on the disposition as one where the buyer is inclined to be technical and to insist that his pound of flesh be delivered in every instance.

The suggestion is sometimes made that the half-cent advance usually posted for the delivery of mixed cars, and which is figured merely to cover the additional cost of loading at the elevator, is too small to justify the necessary trouble which handling this business involves. This may be true; if it is, then there is no reason why the impost should not be increased, for the dealer who is taking care of mixed carload business is performing a service of value, for which the customer presumably is willing to pay.

The small difference between the price of grain shipped in straight cars and in mixed cars is what has made many dealers chary of handling the latter trade, because they feel that the additional \$5 to \$7.50 which they will receive will not nearly compensate them for the time and trouble involved in looking after the make-up of the car. But, as pointed out, this is simply a matter of figuring what the service is worth, and adjusting the charge to it.

It is one of the fundamental rules of business that the seller should be able to give the buyer what he wants, and that the buyer must be willing to pay what the goods or service or both combined may be worth. In taking care of mixed-car business, then, the proposition should not involve any difficulties. The buyer wants a service which is out of the ordinary, and which, obviously, it is going to cost something to deliver. The convenience which he experiences in getting the smaller quantities of the different items is worth the advance in this price, and there is no reason to believe that he will not be willing to pay a reasonable amount for it.

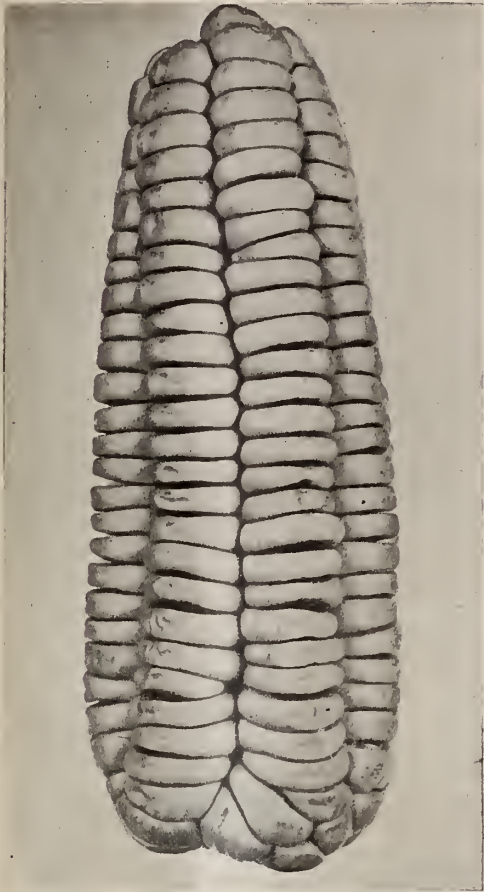
Certainly it is better and fairer all around to put the service on a business basis of this kind than to attempt to chase the devil around the stump by a plan which apparently involves delivering the grain at the same quotation as that applied on straight-carload shipments, and then catching even for the extra expense involved by cutting the grade. The customer may think that he is getting something for nothing, but he is not; and the dealer may think that he is making a little on the side by this operation, but he is really preparing to lose business when the customer wakes up.

Now and then a shipper has an unfortunate experience in handling a mixed car which leads him to join the Never Again Club. If he runs into a buyer who fails to take up a draft, he finds that he has a difficult selling problem on his hands, inasmuch as it is much easier to move a straight carload of grain, especially from an isolated local point, than a mixed car. An experience of this kind, due to a mistake in selecting the sort of concern to do



business with, is likely to lead the dealer to resolve not to "monkey" with that kind of trade any more, but to stick to the well-marked highways of commercial travel.

But while there are unscrupulous small buyers, there are others of the same kind among the trade who rank higher in the mercantile directories. As



CUZCO—LARGE KERNEL CORN OF PERU

to the latter, it is not long until the trade knows who is who and what is what, and the individual concern can deal accordingly with inquiries from those sources. The same thing is true of the small buyer. Separate the wheat from the chaff, and confine your operations to those who have shown that they are going to live up to their contracts, and they will take every car which they order to be shipped.

Referring to the small buyer may be misleading in a certain degree, for the impression may be created that the grain man ought to solicit the business of consumers, some of whom are able to buy in carloads, especially mixed cars. This is not the idea. In most cases this business belongs to the local retailer, not only as a matter of policy, but because he is in the best possible position to handle it. Attempting to do business with a consumer at long range is almost certain to lead to trouble, the very ignorance of the customer regarding grades and business practices leading to complications of an undesirable nature.

But the small buyer who is a legitimate trade factor is, as suggested, worth all of the attention which can be given him. Some houses which have made more than mediocre successes have achieved this result by trying to give the little fellow the same kind of service which is so generously extended to the large buyer by everybody in the business. The only difference is that the little man appreciates it more than the big house, because the latter is accustomed to getting it, and does not realize that he is receiving anything out of the ordinary when the dealer breaks a rib trying to render exceptional service.

Great oaks from little acorns grow, and therefore, if you have been gunning for big game exclusively, think about the possibilities of the other kind. Trade your rifle for a shot-gun, get a different kind of ammunition, and see if you don't bag more game. It may be small but there will be lots of it, for the small buyer, like the poor, is always with us, and in ample number.

## Where Corn Was Born

Some Facts Which Indicate Its Origin and Some Peculiar Types of Corn Grown There Today

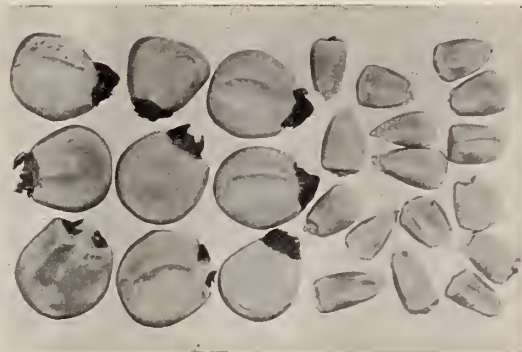
CORN is not only our chief American crop, bringing wealth to the farmer and diversification of industry to the country at large; it is also our most interesting plant from a botanical standpoint. While many suppose that our Indian corn originated in Mexico, that is largely because corn is relatively more important as food in Mexico than in any other portion of the Western Hemisphere. Possibly an added reason for ascribing the origin of corn to Mexico is the presence in that country of the grass *teosinte*, which readily crosses with corn and by some is believed to represent the primitive form of maize.

But there are considerations which point to Peru as the ancestral home of corn. There is even reason to believe that corn now universally regarded as a hot weather plant, was originally developed on the cold heights of the Andes at such altitudes as those of Cuzco, the ancient Peruvian capital, and of Lake Titicaca. At any rate, corn is now grown in Peru at heights of from 9,000 to 12,000 feet above the sea level, although it flourishes also in the warm sea level districts. The corn in the latter places is much the same as the types of corn grown in the United States. The corn grown in the higher alti-

tudes natives eat corn one kernel at a time, after boiling instead of roasting or parching, on account of the scarcity of fuel. The largeness of the kernel would be of no special importance in this country, though it would not detract in most corn industries; but the point of special importance to us is that this large-grained type is the only kind of corn grown on the high tablelands and slopes. This may be very significant to agriculture in our own mountain districts.

Experiments with Cuzco corn in this country have not been unknown. As long ago as 1865 Bayard Taylor, the famous traveler, raised a few plants in Pennsylvania. The seed for his experiments was furnished by E. G. Squier, the Peruvian explorer and traveler. Other trials have been made with Cuzco corn. Uniformly the plants grow to enormous size that mature no seed or else very little. The inference would be that the season is not long enough to mature this type of corn. But the reverse is true. In its native home this large-kernelled corn does not grow to large, infertile plants. The corn plant there is not taller than in our country and is rather more steady, Mr. Bingham says. The most striking peculiarity about the plant is the prevailing red color of the foliage. The best development and larger ears of Cuzco corn are found in some of the higher valleys, at elevations between 9,000 and 11,000 feet in districts where the summer climate is cooler than in any corn-growing region of the United States. It seems that the best results with Peruvian corn in the United States were obtained near the coast of southern California, where all the varieties from Peru were able to mature seeds, which many of them were unable to do when planted in the Eastern and Southern States at different altitudes.

In contrast with the Cuzco corn is the dwarf type raised in the high plateaus around Lake Titi-



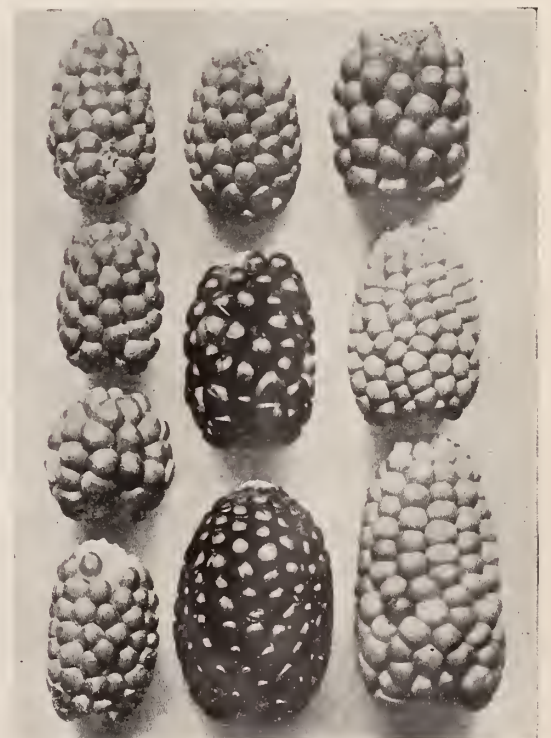
LARGE KERNELS OF CUZCO CORN ARE EATEN ONE BY ONE

tudes is decidedly different from anything familiar in the United States. It is either the type known as Cuzco corn, with enormous kernels, or else in the form of pigmy nubbins.

In the current issue of the *National Geographic Magazine*, Hiram Bingham, director of the Peruvian expedition of 1915, undertaken by the National Geographic Society and Yale University, touches incidentally on the corn of Peru. Illustrations are shown which are reproduced herewith and some facts are stated that have a practical bearing on the possibility of introducing some of the Peruvian forms of maize in parts of this country where ordinary corn does not grow on account of the limited period of hot weather. Mr. Bingham's statements are not only intensely interesting, but are pointed with practical possibilities in our own agricultural performances.

It is believed that the ancient Peruvians cultivated perhaps as many as 70 or 80 species of plants—more than any other American community of that time and probably more than most European countries cultivated in the sixteenth century when the Conquistadores came to the New World. Corn was among the plants cultivated in Peru when the Spaniards came. That the cultivation of corn was old in Peru even then is indicated not only by the abundance of specimens found in the ancient graves, but by the fact that the types of maize that furnish the bulk of the Peruvian crop is peculiar to that region. These special types of corn are unlike any found in the United States, Mexico or Central America.

The type of Peruvian maize known to us as Cuzco corn is characterized by enormous kernels. Some of them are nearly an inch broad and are almost like a familiar type of chestnut in size and shape. This large-sized kernel is esteemed in Peru, where

PIGMY CORN OF HIGHEST ALTITUDE  
The Ears Shown are 7/8 Natural Size

caca. This pigmy corn is grown even at a height of 13,000 feet above sea level. It hardly grows as a crop at that height, however. An elevation of 12,000 feet seems the limit where a crop of this pigmy corn can be expected. Some of the seed of this corn was planted near San Diego, Cal., and matured in less time than any other variety, or in about 60 days. There is food for thought as well as for future populations in this fact.



## Shippers Lose Through Negligence

Failure to Follow Up Informal Complaints Partly Leads to Dismissal Without Consideration of Merits

By SYDNEY A. HALE

**D**ESPITE the line of warning decisions emanating from the Interstate Commerce Commission during the last few years, hardly a month goes by that some shipper is not denied consideration of his claim attacking the reasonableness of a freight rate paid simply because he has failed to exercise proper diligence in prosecuting his complaint before the Federal railroad tribunal. While the statute of limitations, in its broad aspects, has come to be fairly well understood by the shipping public, the reef upon which so many cases are now wrecked is what the Commission considers abandonment of a case first submitted to it informally.

Insofar as the jurisdiction of the Commission extends, its power to award damages is circumscribed by the clause in section 16 of the Act to Regulate Commerce, which reads: "All complaints for the recovery of damages shall be filed with the Commission within two years from the time the cause of action accrues, and not after." It was determined some years ago by the Commission in interpreting this section of the law that the cause of action accrued at the time of the delivery of the freight, not at the time of the payment of the charges: *Blinn Lumber Company vs. Southern Pacific Company* [18 I. C. C. Rep., 430]. In other words, if a shipment moving from A to B was delivered at B on June 30, 1914, and the charges thereon were not paid until July 27, 1914, the two year period began on the former date. "The limitation period," said the defunct Commerce Court in the *Arkansas Fertilizer Company* case [193 Fed. 667], "prescribed in section 16 of the Act begins to run at the time of the delivery of the shipment, since the shipper's cause of action arises from the existence of the unreasonable rate, not from the payment of the excessive charges."

The controlling idea back of the decision in the *Blinn* case was the prevention of possible discrimination by removing any element of uncertainty. If it had been held that the cause of action accrued at the time of payment, inequalities might develop between different shippers by reason of the fact that one might pay or be compelled to pay upon delivery, while another might be extended credit by the railroad for several weeks or even months. In such a case, the shipper who had delayed payment would have an opportunity for recovering excessive charges not open to his competitor. The *Blinn* case, it may be remarked, reversed the precedent established in several causes preceding, but since its enunciation it has been rigidly adhered to. In computing the two years, the Commission has adopted the rule of including the day upon which delivery is made in its calculations. For example, where delivery was made on September 1, 1914, the time for filing complaint would expire August 31, 1916. Fractions of a day will not be considered: *Navassa Guano Company vs. Chicago, Milwaukee & St. Paul Railway Company* [39 I. C. C. Rep., 171].

In its efforts to be of the greatest practical service to the public at large, the Commission, in the administration of its functions, ignores technicalities as far as law and justice will permit. In pursuance of this policy, it has long recognized the filing of an informal complaint as sufficient to toll the statute of limitations. There is a long line of cases holding that an informal complaint containing sufficient information, if presented within two years, stops the running of the statute of limitations. The Federal courts decided, in *Dickerson vs. Louisville & Nashville Railroad Company* [187 Fed. 874], that a letter addressed by a shipper to the Commission setting forth in substance all that a formal complaint would contain and asking for relief from the exaction of excessive charges is a sufficient petition to toll the statute. In general, the Commission has held that an informal complaint which shows the date of ship-

ment, weights, rates charged and collected and an allegation that the rates assessed were unreasonable is sufficient.

The weak link in the chain comes when an informal complaint proves to be of such a nature that it can not be adjusted in an informal manner. The practice of the Commission in such a case is to advise the complainant that it will be necessary to file a formal complaint if further action is desired. Before the informal complaint is returned and the shipper advised that formal action will be necessary sufficient time may have elapsed to cause such advice to come after the expiration of the two years from the time the cause of action accrued. Judging from the number of decisions dealing with this question that have been handed down in recent months, too many shippers, secure in the knowledge that their informal presentation tolled the statute in the first instance, have the mistaken idea that the necessity for prompt action has been wiped out and that they



ELEVATOR OF DAUGHERTY & CO., DERBY, OHIO

can pursue the further prosecution of their claim in the most leisurely fashion imaginable. In one case frequently cited, the complainant allowed five years to intervene between the notification that formal complaint would be necessary and the filing of such complaint.

The entertainment of such an idea is in direct contravention of the method of procedure of the Commission. Like courts of equity, the Interstate Commerce Commission will not encourage litigants to sleep on their rights. Unless action is taken and taken promptly by the claimant after notification that his petition can not be handled upon the informal docket, the Commission will hold that he has abandoned his claim and the previous tolling of the statute loses its validity. Action must be taken within a reasonable time and what constitutes a reasonable time has been limited by the Commission in the following rule: "When a claim for reparation has been before the Commission informally and the parties have been notified by the Commission that the claim is of such a nature that it can not be determined informally, formal complaint must be filed within six months after such notification, or the parties will be deemed to have abandoned their claim: Provided, however, that this rule does not apply to formal complaints for reparation filed within two years from the date of the delivery of the shipments."

This rule, like that for the computation of time under the statute of limitations, is being strictly

construed. A decision handed down a few days ago dismissed a claim filed December 16, 1914, where the complainant had been advised on June 15, 1914, that the matter could not be handled informally: *Swift & Co. vs. Southern Railway* [40 I. C. C. Rep., 93]. The lesson is such that he who runs may read. While the Commission declines to hamper its procedure with red tape, neither will it consent to the uncertainty that would arise in the absence of any rules.

### OLD HOUSE IN NEW HANDS

Among the progressive grain elevator companies in Ohio that have discontinued the business of loaning grain sacks to farmers is Daugherty & Co., of Derby, Ohio, successors to Jones & Co. When Willis Jones died on January 15 last, a company was formed, consisting of A. M. Daugherty, J. M. Blaine and Harry Blaine. Mr. Daugherty had been manager of the firm for 16 years, and associated with Mr. Jones as partner for five years, so that there was practically no change in the business of the company when the interests of the heirs of Mr. Jones were taken over.

The house has a capacity of 20,000 bushels of grain and is equipped to take care of corn and wheat. There are four wagon dumps, all of the

grain received being handled in this way now that the bag service has been discontinued. The grain is loaded into cars by gravity. In the service department is a Barnard & Leas Corn Cleaner and a Monitor Wheat Separator.

In addition to the grain business the firm has a nice trade in coal, salt, flour, fencing, posts, tile and feeds of all kinds, and does a very considerable business in seeds, hay and straw. The territory is a good one, as the farming interests in the neighborhood of Derby are varied. The town is less than 20 miles southwest of Columbus on the Baltimore & Ohio Southwestern.

### CHANGING A SYSTEM

The transition period between the old system of handling Pacific Coast grain in sacks, and the new method by bulk, will probably bring some disappointments and losses, as is the way of transitions, but the belief that bulk handling will prevail on the Coast in a very short time is held by all the leaders in agricultural and grain trade circles. At the present time a great many stations in the Northwest are equipped with warehouses of one story. Recent experiments have shown that these can be used, temporarily, at least, by an inexpensive system of pneumatic grain conveyors. As all the interests in that section seem to be aroused, there will probably be ample capacity both at the country stations and at the terminals.



## National Hay Association at Cedar Point

Committee Reports Show Enthusiasm and Active Interest of Members—Railway Regulation Discussed—Address by Governor Willis of Ohio Is a Leading Feature

**C**EDAR POINT has so often entertained the National Hay Association that its members feel quite at home in the Ohio resort and a convention there is almost an assured success from the outset. Thus it proved this year, for the annual meeting on July 11, 12 and 13 was a notable one from all standpoints. The program was well arranged and interesting and the attendance fully up to general expectations.

President J. D. Cole called the first session to order at 10 o'clock on Tuesday morning, July 11, after which Rev. E. G. Mapes, pastor of Grace Episcopal Church, Sandusky, delivered a brief invocation.

Hon. Russell K. Ramsey, mayor of Sandusky, extended a hearty welcome to the visiting hay men in which he took occasion to point out that the ideals of good, modern business are the same in all lines. The hay men, he said, may exercise a potent force for the continuance of sound business methods. No one knows how or when the present wave of business prosperity will break. Hay men, in common with others, must prepare for this and help to stem the tide of depression. Egil Steen of Baltimore made an able response, referring to a Cedar Point convention as really a home-coming for the National Hay Association.

H. A. Bascom of Boston delivered the memorial address, reviewing the lives and paying a tribute to 10 members of the Association who had passed away during the year. Upon motion the address was ordered to be printed and sent to the families of the deceased members.

Upon motion by H. G. Morgan the reading of the minutes of the 1915 meeting was dispensed with, the minutes being approved as printed in the Year Book.

## PRESIDENT'S ADDRESS

President Cole then delivered his annual address and the report of the Board of Directors as follows:

The most disturbed condition in world history has prevailed during our tenure in office. The press has fed our minds daily on things so appalling as to confuse our intellect and benumb our faculties. It has seemed at times as though annihilation were the only remedy for the insanity of nations. We commend and thank the people of this country for the consistent spirit of neutrality shown in their homes and places of work and in their daily mingling with their fellow men. That we can escape all portion of this great world loss is unbelievable and that we should fail to provide adequate insurance against our own future is unthinkable.

Untold wealth has flowed to our shores from all parts of the world, and in a short time will be more or less disseminated among all our people who have labor, food products or manufactured goods for sale; with the advent of peace and the settlement of our own national policies for the next four years, we should enjoy an era of prosperity unparalleled in our history. It can only be blighted by some unwise conduct on our part.

The largest crop of grass this country ever produced was in the growing season of 1915 and the manufacturing of the crop into hay met with poorer success than ever before. That this big crop has moved, leaving such a small portion unsold must indicate that its low quality resulted in much waste to the consumer. That we should have so few cases for arbitration and that we should continue to grow in numbers under such conditions demonstrates further the value and strength of our organization. Grass was the first product of nature valuable to man and it will continue its worth to us through all the ages to come. The telegraph business today would be larger than now were it not for the coming of the telephone, yet the telegraph business has grown from year to year and is now larger than ever; so it is with hay. Take away all power driven vehicles and local transportation would be wholly inadequate. There are practically as many work animals now as ever, while none of us will live to see a real surplus of beef and milk production.

## Charter.

At the commencement of the present administration it was discovered that the Federal charter under which we are working had been lost before it ever came into our possession; we obtained a copy of this charter on

August 12 and the same is now properly in the custody of our secretary.

## Grade Rules Copyrighted.

Feeling that the 22 years of labor expended in formulating rules for grading hay entitled the Association to as much protection as the law would give, we had these rules copyrighted in the latter part of August, the same being entered under Class A-XXc No. 409318, and suggest that new copyrights be promptly obtained on all future issues showing any changes from those now in force.

## Traveling Inspector.

The last convention made it incumbent on us to provide a traveling hay inspector who could work at all times and places under the direct authority of this Association. We could not go into the market and obtain such an inspector, having no means of financing his work. We discovered that we had first class material in the person of our assistant secretary, Mr. Morton Longnecker. Without encroaching too much on our bank account, we have demonstrated his fitness for the work and take pleasure in offering him to our successors for such employment.

## Official Change.

In January of this year Mr. R. H. Menefee of Kentucky resigned from the Board of Directors, account of retiring from the hay business. The board elected Mr. W. S. Duncan of Georgia to fill the vacancy so caused.

## Recommendations.

Originally, our by-laws provided for only one state vice-president for each state; later the Association tried the experiment of having three state vice-presidents for each state, this experiment lasting until the present time. We find that the change is not desirable, inasmuch as it divides the responsibility of each and decreases efficiency. We recommend the by-laws be changed so that each state be accorded but one state vice-president.

In appointing Committees on Transportation, Grades and Arbitration, we succeeded in retaining the services of some of those on each committee who had served in the preceding year. These committees are very important and we feel that to make a complete change in their personnel every year would be an unnecessary and grievous mistake.

In as much as our vice-president may at any time become our chief executive, it would appear to us to be only a reasonable precaution that our by-laws be so changed as to make him an honorary member of the Board of Directors, that he may be in complete touch with the Association affairs during the progress of the year's work.

The money value of hay is exceeded only by that of corn and wheat and some times corn alone; lines of business representing no greater financial interest than ours, and many lines representing much less are able to keep their affairs well and constantly before the public, but in this manner the hay business seems to not fare so well. No commodity has a greater number of directly interested citizens than that of hay. We recommend the creation of a committee of three to be appointed annually by the president to be known as a Committee on Press and Publicity, to the end that the hay business may be better understood and that especially the work of this Association be kept prominently before the millions of interested citizens.

## A Tariff Expert.

As the years go by the interpretation of railroad tariffs becomes more and more beyond the man of small business and limited time. We have many such members. An arrangement should be made with a competent and reputable company to serve our members in this capacity; to tell a member when he has been overcharged and if necessary to handle his claim. In time we may be able to support such a bureau of our own, but it is out of the question now. This kind of work is being carried on in many parts of the country by men of good repute. An arrangement by this Association to indorse and advertise some one company among our members would be advisable. Such an arrangement should carry complete control over our members' affairs and to be terminated for cause at any time by our officers.

We recommend a change in our arbitration and investigation rules whereby any misunderstanding arising out of any transaction between members shall become a proper matter for arbitration. Also, that trade rule 15 be changed to read as follows:

"All claims submitted to the secretary for collection should be properly supported and are to be claims that amount to \$5 or more. No claims will be entertained which have previously been through the courts, in the hands of attorneys or collection agencies. A charge of 15 per cent of the amount collected will be made with a minimum of \$5 for each case.

## Grades.

As has been the case with all our predecessors, we have found the question of grades of hay one of the

greatest of interest to hay men and one of the hardest to satisfactorily handle. The many different grades of hay are far exceeded in numbers by the many different grades of men interested in their interpretation. Unfortunately we can enforce no rules for grading men. We can only remind our members that each individual is his own chief inspector, and while those of smallest mental caliber can gracefully accept a profit, only those of the highest type and broadest mind can gracefully accept a loss. Two years ago the Association went on record as being opposed to considering any changes in our official grades for a three-year period. Results have shown the wisdom of this action; one imperfect set of rules if universally followed is far more satisfactory than two or more of less imperfection. We hope the three-year period will be further adhered to. The incoming Committee on Grades should prepare for whatever revision may seem desirable to be presented at our next annual meeting. We hope proposed changes will be few.

## Inspection.

Three years ago at Peoria we committed ourselves as being favorable to Government inspection of hay, but up to the present time we have never said how, or in what manner we favored it. During the present session of Congress, Senate Bill No. 2464 was introduced by Senator Curtis, and House Bill No. 4646 was introduced in the House by Congressman Doolittle, each pertaining to Federal inspection of hay, and the provisions of each being similar. We lodged a protest with the Agricultural Committee of both Houses against favorable consideration on the ground that neither bill would be practicable in operation. We could have gone further and stated that their provisions would work an unnecessary hardship and expense on the producer with no compensating benefit to anyone. Until this Association agrees on the form of an inspection bill that will be acceptable to a majority of our members, your officers will always be in an embarrassing position in opposing any unwise legislation of this character. It is inconsistent to say that we favor Federal inspection and oppose everything and propose nothing looking to that end. Our Grades Committee has spent much time and labor in considering such a measure as we can indorse and we urge every member to be present when that committee renders its report.

## Finances.

Beyond the cost of maintaining a general office at Winchester, Ind., and providing a small contingent fund for possible emergencies, this Association has had no resources. Your officers have always been denied from initiating many valuable projects because there was no money in sight to carry them through. Our fixed charges would be but slightly more were our membership twice as large as now and the increased revenue be made to accomplish splendid results. The men who ought to belong to this Association, and whose affiliation would result in mutual benefit are certainly many times our present number; these men are within our midst and everyone of us should at all times do what we can to find them because the Association's need for money will always grow and its influence for good is in proportion to the number of its loyal members.

## Cincinnati Market.

The multitude and diversity of complaints on the grading of hay in the Cincinnati market coming from our members to our predecessors in office made it necessary for this administration to assume or disclaim all responsibility for the interpretation of grading there. Months of time were consumed by us in an effort to induce the hay interests of Cincinnati to turn over to this Association the entire work of inspecting for a period of one year. Sufficient prospect of success showed itself with enough frequency to prolong negotiations until March 2 last, when all hope was abandoned by us, and notice served on the Cincinnati market that they must not advertise the use of National Hay Association Rules for grading hay. One guiding principle throughout our term has been that the National Hay Association is just what the name implies—National—and no line of action that would be advantageous or disadvantageous to any man or set of men would be entertained if in conflict with what would be best for all hay men within the entire territory we serve.

## Approval of Inspectors.

Our next previous administration recommended a system of approval by this Association of inspectors for various markets. During the year we have approved inspectors at Baltimore, Md., Savannah, Ga., Cleveland, Ohio, Waverly, N. Y., Skaneateles, N. Y., Lyons, N. Y., and Kansas City, Mo., the latter being the largest hay market in the world. We find this idea to be a good one, and it is a long step forward toward uniform grading. We urge all important markets to avail themselves of this opportunity. Not a sign of complaint has arisen over the work of such inspectors.

## The Pomerene Bill.

In convention assembled last year this Association committed itself to the active support of the Pomerene Bill of Lading Bill. At two previous sessions of Congress this Bill unanimously passed the Senate but failed each time to be reported out of the House Committee on Interstate and Foreign Commerce for action in the House. In April of this year the same condition arose for the third time. In conjunction with other





NEARLY 600 WERE REGISTERED AT THE CONVENTION. THIS GROUP PICTURE SHOWS PART OF THE

commercial bodies in an interview granted by President Wilson in Washington, you were represented by your president and secretary, also the chairman of your Legislation Committee, Charles England, urging his influence in behalf of the passage of the bill. The arguments on behalf of the Association were ably and forcefully presented to the President by Mr. England; the merits of the bill were quickly recognized by President Wilson and we were assured of his best wishes and support.

That our members may have the knowledge necessary to appreciate, we wish to say that the chairman of your Legislation Committee, Charles England, has had much work to perform during the past year. He has well earned our admiration and esteem by his able and efficient conduct of the same.

#### Directors Meeting.

The first meeting of the Board of Directors was held at Niagara Falls, July 8, 1915, and its organization perfected. The services of J. Vining Taylor as secretary-treasurer were secured for the year, and also those of Morton Longnecker as assistant to the secretary. The various committees shown in our report were elected. It was found to be possible to omit our semi-annual meeting. By a vote of our directors taken by mail, Cedar Point, Ohio, was selected as the place for our 1916 meeting, and the date fixed. The president and secretary being authorized to enter into a contract with the resort people, which was duly carried out. Our last meeting was held at this place yesterday, completing the work of the board for the year.

#### Annual Report.

Recognizing the desire of our members for early reports of our convention proceedings, an extra effort was made along those lines and our 1915 report was in their hands by the first of September last, being some thirty days in advance of previous annual reports.

#### Good Roads.

This Association is pleased to see the great interest taken by our Government, by our state and municipalities, as well as by private citizens in the improvement of our public highways. Good roads mean that hay can go to market at less expense to the producer and in a manner to maintain an even distribution throughout the shipping season. Spasmodic shortages and surpluses will be less frequent, making results that will be easier on the shipper, receiver and carrier. The biggest single indirect tax paid by our citizens is the "mud tax." Good roads cost much money, but are cheap at any price. For years we have wrestled with the problem of keeping the boys on the farm, but with good roads and the universal employment of individual rapid transit machines, there will come the problem of keeping enough boys in the cities to carry on sufficient commercial activity. The recommendation of governors of various states that prison labor be employed in building good roads seems to us to be sound and worthy of the support of our citizens. It solves the old time controversy over prison labor, gives some financial return to society and contributes to the moral and physical benefit of the unfortunates.

#### Reciprocal Demurrage.

The avidity with which the railroads seized upon the great Eastern freight congestion as an excuse for additional and unreasonable increase of detention charges should be condemned. It is in line with their

past conduct of trying to capitalize misfortunes, whether of their own making or beyond their control. The publicity department of the roads is greater than that of the shipper and is used on all occasions to tell the public that shippers alone are responsible for scarcity of cars. In I. C. C. report 12, page 571, the Commission says, "Railroads claim detention of cars to be a fruitful cause for shortage, such contention examined into has been found to be without support. The demurrage accounts of railroads show that to a very limited extent do consignees avail themselves of the privilege of holding cars. The railroads themselves for the lack of facilities are compelled to make far too extensive use of cars for storage purposes."

We think the Commission should have extended its remarks and said in addition, that, in as much as the commerce of the country is measured by the number of freight cars and their rapidity of movement, that if it be a commercial crime for a shipper to unnecessarily detain a car, it is no less a crime for a railroad to do likewise. Railroads tell us that increased demurrage charges are for our benefit, if so, let the benefit extend to the roads in the form of a National Reciprocal Demurrage Law. The average movement of a freight car is said to be 26 miles per day, with a variation of from five to 50 miles. The shipper has no control over this variation, and the roads have no right to adopt a policy of operation however profitable it may be that may result injuriously to the public.

Maximum tonnage and maximum service are not equivalent. Demurrage is regulated by statute in 12 states, and in 23 states it is regulated by commissions; 10 of the latter states have adopted what is known as the uniform code and the remaining 13 generally following that code. What is known as "reciprocal demurrage" is in force in 20 states on state traffic, but this is almost meaningless as it does not affect the 99 per cent of all traffic which is interstate. A national demurrage law which shall be reciprocal in its operation is badly needed to blot out the endless confusion of state laws and to give recognition to shippers' rights against which no fair argument has ever been made. By working in unison with other commercial bodies our Transportation Committee should assist in formulating a reciprocal demurrage bill for introduction in the next Congress.

#### Transportation.

There is no more important question before the American people today than a proper solution along just and economic lines of the problem of transportation; originating over 2,000,000 bills of lading per year, hay men have an intense interest in this question. When the man in New York acquires a taste for oranges and the California man hungered for a New York grown apple, this paramount question was born and thus far has defied a happy solution. In a recent message to Congress the President of the United States recommended the appointment of a commission to give this problem a thorough investigation.

It is well that the members of the National Hay Association should have some definite ideas on this matter and express them in common on every occasion. The day may come when Government ownership of railroads may be proper and advantageous, but such time is not now ripe. We cannot risk one-sixth of our invested capital and one-twelfth of our employed citizens in any

such experiment. For the better part of 10 years almost open hostilities have existed between the railroads and the public. This must be corrected. We believe the next few years will show great advancement towards harmony. Railroad companies have discovered that the people are not in sympathy with being charged for service based on excessive capitalization, nor on dishonest or inefficient management, and the public has discovered that good service can only be had by adequate remuneration; that service is of more importance than rates. It only remains that shippers have confidence that they are paying fair rates and no more. The past year has shown splendid increases in the net earnings of the roads and agitation for rate increases should vanish or at least grow less. No avenue of waste is greater or less necessary than the continual impediment of individual state regulation. We believe that Federal control over the movement of all freight in all parts of the United States is the next advantageous step to be taken in reaching a solution for transportation evils. The Constitution of the United States plainly says, "The Congress shall have power to regulate commerce with foreign nations and among the several states and with the Indian tribes." To question such now is as foolish as to question the right of a state to invoke Federal aid for protection against a foreign foe. Even without this expressed authority from our Constitution the exigencies of the times are such as to leave open no other course. Purely intrastate traffic conditions about 1 per cent of the total traffic of the country; 48 states are impeding 99 per cent of all transportation for the sake of attempting to save some little advantage over each other on the remaining 1 per cent. State legislatures are spending our money in needless and harmful ways; Public Service Commissions—commercial bodies—railroad attorneys and officials are sleeping in Pullmans by night and confabbing in hotels by day constantly and ceaselessly over this little 1 per cent plaything. We are paying the bills and seem to like it. Then, too, the country needs the confidence in railroad business that will permit our own people to supply the needed money for operating and extensions. The money in our country is now, and for years will be the only money available for such purpose. Let us hasten the day when stocks and bonds of our railroads will look as good to us as the money will look to the roads.

#### Personal.

One year ago it was not in our minds that we would follow our predecessors by making any allusion to our secretary, J. Vining Taylor, but we find it impossible to pass up a man so prominently identified and the only permanent officer of this Association; others come and go with each passing year and competency alone counts for little in such a brief period. To call your attention to his loyalty and efficiency will do him only a small measure of justice, but will enable you to join us in thanking him. The volume of his work for the past year has been beyond the capacity of an ordinary man to handle, but nothing has been slighted or left undone. It is easy for us to forget that our success rests so largely on the work of his office and that this work each year is a big increase over the preceding one.

To all the members of the various committees who have been identified with us the past year, we wish to





NUMBER FACING THE CAMERA MAN ON THE BOARDWALK AT CEDAR POINT, WEDNESDAY MORNING

express our thanks and appreciation; we made no mistake in their selection and are indebted to them for their services.

This administration has not been free from criticism; the most of it has been sincere and honest and for that reason easy to bear. What can be accomplished in one year falls so far short of what we would like to accomplish that we end our work with some feeling of dissatisfaction and regret. It is the work of our Association to educate those in the hay trade to do only the things that are good for them and their associates and results come slowly. Our task will never be completed until the last defective bale is loaded in the car and the last hay man discovered that it is no longer profitable to try to "put something over."

It was moved and seconded and carried that the report be submitted to a committee of five for their consideration later.

#### REPORT OF LEGISLATION COMMITTEE

Chas. England, chairman of the Legislation Committee, read the report of his Committee as follows:

Among the many measures before Congress relating to the business and financial affairs of this country, your Committee was chiefly interested in a bill having for its object the inspection, grading and weighing of hay by U. S. Government officials, and a measure providing for a safer and more uniform bill of lading, known as the Pomerene Bill.

##### Federal Inspection of Hay and Straw.

There was introduced in the United States Senate by Mr. Curtis, and also in the House of Representatives by Mr. Doolittle, a bill providing for inspection, grading and weighing of interstate shipments of hay and straw, and authorizing the Secretary of Agriculture to appoint inspectors for such purpose, and to fix standards of grading. This bill was far-reaching in its provisions, requiring that all interstate shipments of hay and straw should be weighed and inspected by duly appointed officers of the Agricultural Department, except when the consignor noted on the bill of lading "no inspection desired." This feature was regarded as unequitable, as it gave privileges to a certain class. It also provided for a fee of \$1.50 per car inspection, and 50 cents per car for weighing. After conference with President Cole, the Committee called Mr. Doolittle's attention to the objectionable feature of his bill.

As the National Hay Association is on record favoring some sort of Government supervision of inspection and weighing, the Legislation Committee suggested to your president that the Grades Committee be directed to prepare such a bill as would meet the requirements of the hay trade of this country, the same to be submitted to Congress as representing the views of this organization. We have recently been informed by Mr. Doolittle that his bill has been reported from the Committee, and probably will not be acted upon at this session of Congress.

You will recall that at the meeting of this Association a year ago at Niagara Falls, a most interesting address was delivered by Senator Pomerene, of Ohio, explaining the features of U. S. Senate Bill 19, relating to bills of lading, introduced by him in the United States Senate, and known as the Pomerene Bill. This measure passed the Senate during three successive meetings of Congress, and referred to the House Committee on In-

terstate and Foreign Commerce; but for some unexplained reason was not reported from that committee. The important business interests of this country, long impressed with the necessity of bill of lading legislation, and wearied by the inaction of the House Committee, and its not reporting the bill, or giving hearings thereon, through the kindly offices of Senator Pomerene, brought this matter to the attention of the President, and on April 12, at the White House in Washington, the President received a large delegation of influential men representing the important commercial and financial interests of this country. President Cole, Secretary Taylor, and a representative of your committee attended the conference. As a result of this remarkable and unanimous support of the Pomerene Bill, and the earnestness of those present, Chairman Adamson, of the House Committee, formally considered the long delayed measure, and many hearings were held, at which your Legislation Committee was represented, and on June 24, 1916, to the great satisfaction of all, the Committee on Interstate and Foreign Commerce of the House of Representatives favorably reported to Congress the Pomerene Bill, with some slight amendments, which do not in any manner modify the important features of the bill, and in all probability in due course there will be enacted a measure giving the trade a clean and safe bill of lading, an object which this Association has sought and advocated since 1901.

This measure regulates the issue of bills of lading and codifies the obligations of carriers. It defines order and straight bills of lading, and prohibits any attempt to impair the negotiability of an order bill of lading, by notice, contract, rule, etc., unless such change is clearly stated on the face of the bill of lading and agreed to in writing by the shipper. A straight bill of lading is required to bear on its face some indication of its non-negotiable character.

The House Committee modified the Pomerene Bill in regard to "shipper's load and count" clause, making it read as follows: "The carrier may also by inserting in the bill of lading the words 'shipper's weight, load and count,' or other words of like purport, indicate that the goods were loaded by the shipper and the description of them made by him; and if such statement is true, the carrier shall not be liable for damages caused by the improper loading or by the non-receipts or by the misdescription of the goods described in the bill of lading: Provided, however, where the shipper of bulk freight installs and maintains adequate facilities for weighing such freight, and the same are available to the carrier, then the carrier, upon written request of such shipper and when given a reasonable opportunity so to do, shall ascertain the kind and quantity of bulk freight within a reasonable time after such written request, and the carriers shall not in such case insert in the bill of lading the words 'shipper's weight,' or other words of like purport, and if so inserted contrary to the provisions of this section, said words shall be treated as null and void and as if not inserted therein." The penalty for forging, counterfeiting, or uttering false bills of lading is a fine of \$5,000, or imprisonment. The Bill would become effective on January 1, next, following its enactment.

The early passage of this measure seems assured, and when this legislation is placed upon the statute book,

it will give all handlers of merchandise a safer and more reliable bill of lading, and enable the banks and financial institutions of this country to accept bills of lading as collateral or for advances with a greater feeling of confidence, will cause general respect for a document entering largely into interstate commerce, and because of the penalties stated in the bill unscrupulous parties will be deterred from forgeries, misrepresentations and similar offenses.

Upon motion of P. E. Goodrich the report was ordered spread on minutes and a vote of thanks tendered to the Committee.

#### CONVENTION COMMITTEES

The following committees were then appointed by the president:

Auditing Committee—Samuel Walton, B. H. Winchester and Fred Sale.

Credentials Committee—E. W. Bertholf, G. H. Wilcox and Clarence Euler.

Resolutions Committee—Chas. England, W. S. Duncan, C. S. Mead, T. L. Wood and W. A. Cutler.

Nominating Committee—D. W. McMillen, P. E. Goodrich, C. J. Watson, John Dickson, W. H. Toberman, R. B. Clark and T. J. Hubbard.

Committee on Board of Directors' Report—H. W. Robinson, B. A. Dean, S. W. Kemp, Earl Leas and H. A. Bascom.

A resolution was referred to Resolutions Committee urging a change in the date of annual conventions, after which the session adjourned.

#### WEDNESDAY MORNING SESSION

At the opening of the Wednesday morning session H. G. Morgan of Pittsburgh, read the report of the state vice-president as follows:

Your state vice-presidents have indicated by their reports in my hands that the hay trade has enjoyed a very satisfactory year in a business way, and that while the quality of the hay cut in 1915 was below normal, the quantity was abundant, and that quantity made up for quality and conditions that were feared when we met last year at Niagara Falls did not wholly exist or materialize.

The alfalfa early cutting and the tame hay grown in Central Traffic Territory were largely affected by heavy rains, and buyers in the fall found some very bad jobs on their hands. It seems to have been the policy of the farmers to sell his bad hay early, for at all terminals much poor hay accumulated and was sluggishly dealt in, much to the annoyance of the receiver, the shipper and the final buyer. Later reports indicate that many jobs of stained hay were finally freely fed to stock, much of it being wasted.

In the early fall, hay of good quality appeared on all markets, and while the grades were not up to former requirements, the quality was good enough to be dealt with, with a fair degree of satisfaction.

Winter feeding absorbed large quantities of rough feed and brought out heavy shipments of good alfalfa and much good and poor clover, clover mixed hay, early cut, was of more uniformly good quality than the other grades, for this reason light clover mixed was a ready seller.



Reports indicate that export trade from the American Seaboard and Canadian ports were restricted, though generally as free as ship space would admit.

Reports in our hands indicate that the general hay trade is still heaviest in the Eastern and New England States and show that while the cities nearly all show a decrease in the volume of hay handled and consumed, interior traders are the real buyers, the South still maintains its reputation as a good consumer.

The Middle States dealers have enjoyed a large trade this year and report the usual demand to the South and the interior points generally.

It appears that some of the largest jobbers of hay are located at county seats and towns in Central States Territory. In former days, irregular hay dealers were numerous and the country shipper depended upon the terminal receiver to sell the hay, but when the National Association spread itself over our many states and stood for a square deal, the hay business became worth while. Small shippers found it profitable to become track buyers and quite recently some track buyers found it possible to establish themselves as selling agencies and distribute shipments to all points, knowing that they will get fair treatment in a general way, for the buyer of irregular tendencies cannot operate successfully alongside of the National Hay Association member of sound business principles.

The South still continues to use our surplus offerings and business conditions at last reports seem to be satisfactory. Our state vice-presidents in that direction tell us that indications point to another year of good demand from our Southern friends. The crop of Johnson Grass and Pea Hay is good and the harvesting satisfactory.

The Northwest enjoyed a large and apparently satisfactory business during this season. The quality of the offerings being above the average, acreage and yield were good, and while the demand is excellent, there is a normal surplus of old hay in this direction. Canadian vice-presidents report a good year, not a large surplus, but while crop conditions are good the season is a little late and the crop will be normal if weather conditions are fair.

The West reports a good year. While it is true, early crop conditions were not propitious, the good weather in the early fall saved a crop of alfalfa that was equal to the demand, and while prices were not strong in all markets on account of offerings of low priced clover, business as a whole was generally fair. We are informed by our Western vice-presidents that conditions are ideal for harvesting and that new hay and alfalfa are selling freely in the large cities at normal figures for the time of the year. The weather continues good.

Our Eastern vice-presidents report a good season, with good prices and fair volume for the year. The Eastern Seaboard perhaps suffered less than any section by the change to motor trucks and motorization. The export trade suffered for want of space on shipboard, but the volume kept up and the seaboard has received and sold its share of hay this last crop year.

Lee G. Metcalf was unable to be present to deliver an address on "Fraternalism in Business," owing to the serious illness of his wife, and the president called for the report of the Transportation Committee. This was delivered by Chairman E. C. Eikenberry as follows:

The 12 months that have elapsed since the 1915 convention of the Association have been characterized by abnormal transportation conditions. European demand for food products and munitions of war manifested itself with such insistence and in such volume as to overburden the facilities of the carriers. As the movement increased in volume as it approached the Atlantic Seaboard conditions were most acute in eastern territory and shippers of hay into this territory found as winter approached that conditions under which they were compelled to conduct their business were becoming increasingly difficult and subject to delay. Atlantic terminals, inadequate to accommodate the flood of new business, became congested and as a means to relieve the situation many of the lines reaching the Atlantic Coast terminal points placed embargoes on the shipment of certain specified commodities to these points. Hay, requiring for its movement a larger number of cars in proportion to tonnage in transportation and demanding large space in terminal yards and warehouses, was early placed on the list of commodities laid under embargo to the serious interference with the business of our members. Numerous complaints, general in their character, reached your committee, alleging discrimination in favor of freight intended for export. The matter immediately became a subject of correspondence with the traffic managers of the companies operating the lines against which complaints were lodged. These lines uniformly reported congestion of freight at seaboard terminals and promised relief as soon as existing accumulations could be moved.

Your committee could only present the urgent need of relief and aid other shippers in stimulating the carriers to alleviate conditions then existing. Complaint, however, was filed with the Interstate Commerce Commission, relative to the alleged discrimination in favor of shipments intended for export. Under date of January 20, 1916, Secretary McGinty, of the Commission, wrote: "The Commission has held in *Daish & Sons*

vs. C. A. & C. Ry. Co., 9 I. C. C. 513, that where a carrier's rails are congested due to excessive movement of traffic, it is not unlawful for such carrier to issue embargo notices to its connecting lines refusing to receive certain classes of freight, so as to avoid the further congestion of freight in junction freight yards, provided such embargo is practically maintained and enforced. It should be explained that the Commission has no authority to arbitrarily direct a carrier to raise an embargo, or to place an embargo on particular commodities, or to determine whether an embargo against certain commodities while continuing to transport other articles of commerce violates any provision of the act to regulate commerce under which this Commission exercises jurisdiction. Its jurisdiction may be exercised in respect to embargoes only in cases where unjust discrimination is alleged and shown to have been practiced by carriers, and the question of whether or not the present embargo unjustly discriminates against domestic shippers could only be determined in a formal proceeding."

Conditions productive of embargoes are often or usually temporary in their nature and relief to be relief at all must come speedily and not at the termination of a formal hearing before a body such as the Interstate Commerce Commission, a hearing involving considerable time of collection and preparation of evidence, briefs and arguments and a subsequent wait for decision.

The above quotation from Secretary McGinty not only expresses the official attitude of the Commission toward railroad embargoes in general but also emphasizes the futility of any endeavor to secure immediate relief from conditions such as were experienced by our members engaged in the Eastern trade during the period under discussion.

As a sequel to this situation, assigning as their motive a desire to prevent the necessity of again laying extensive embargoes as well as to expedite the unloading of freight at terminals and the removal of freight from terminal storage, the railroads sought authority for an increase in demurrage charges and per diem storage. At the hearing early in March before the Interstate Commerce Commission your Association was represented by its secretary and two members of the Executive Committee. The report of your secretary covering his activities for the year will render unnecessary a further report by this committee.

Your committee requests the indulgence of the convention in departing now from the ordinary formal report of activities during the year and presenting in detail and as a basis for future action at least three subjects relating to the transportation of hay and any one, or all of which, is worthy of careful consideration. These are three most important reforms which have been suggested to your committee by various members. They are matters of importance and the correction of abuses or inequities involved would benefit the entire trade. The accomplishment of reforms along the lines indicated would, however, involve so much expenditure of time and money as to necessitate a commitment of the Association as an organization to certain lines of policy and endeavor. In detail these subjects are as follows:

#### Reciprocal Demurrage.

In the action before the Interstate Commerce Commission to which action allusion has been made in this report, the carriers of the country sought with success authority for an increase in demurrage and storage charges. This was granted without a corresponding or compensating advantage to the shipping public. Shippers, who are penalized for undue detention of equipment arising from any cause whatever, should have in turn the benefit of penalties imposed for failure to provide equipment within a reasonable time. If the imposition of the one penalty facilitates and expedites the use of existing railroad equipment, the imposition of this proposed charge on the carriers themselves might still further facilitate and expedite such use. The principle is correct and the enactment of a Federal law formulating a plan of reciprocal demurrage just to carrier and shipper alike would result in a better distribution of freight equipment and would, in a measure, at least alleviate the distress and loss arising from the periodical shortage of cars. Without further comment or specific recommendation we desire to place this matter of reciprocal demurrage before the Association, with a view to determine if the Association desires to commit itself as an organization to the support of the principle and signify its willingness to co-operate with other organizations of shippers in an effort to secure the enactment of legislation along the lines indicated.

#### Weight as Basis for Computing Freight on Shipment to Interior Points.

Your Committee desires to submit to this convention the need of a reform in the manner of determination of freight on hay other than that on which weights are determined by Official Chamber of Commerce Weights or Joint Rate Inspection Bureau. On all shipments delivered at points other than terminal markets freight charge is based on the invoice billing weight and under the provisions in items No. 1925 and No. 1930 of Eugene Morris' Freight Tariff 130 H, and supplements revision to a charge based on actual out-turn weight is denied. This is manifestly unfair as the out-turn weights govern settlement between seller and buyer and the car-

rier is not entitled to freight in excess of that accruing on weight actually carried and delivered. The frequency of over-charges of this character is familiar to every hay shipper and in some manner the carrier should be brought to recognize the validity of claims for overcharge freight arising from a discrepancy between invoice loading and out-turn weights. Items No. 1925 and No. 1930 of above named freight tariff should be corrected. This could probably be accomplished by a formal action instituted before the Interstate Commerce Commission. As to exceed 200 railroads are parties to this tariff and preparation of a brief covering this considerable number of carriers would involve heavy expense and such action should only be taken on the authority of the Association as a whole.

We submit the question of the advisability of action as suggested. Co-operation of all interests affected will be necessary to secure results.

#### Minimum Weights on the Various Lengths of Cars in the Different Territories.

Some uniformity should be sought as to minimum weights of hay required for loading the various lengths of cars, thus eliminating the complex and unsatisfactory condition arising from the different minimum requirements in the different freight territories.

This too should carry with it a proper relation between cubical capacities of cars and their loading minimums. To illustrate: In territory south of the Ohio River the minimum on a car 36x8½x8 is 20,000 pounds, while the minimum on a car 40x8½x8, or one-ninth larger in cubic capacity, is increased one-fourth, to 25,000 pounds. West of the Mississippi the minimums are 20,000 and 24,000 pounds, respectively, or a load limit increase of one-fifth to a cubical increase of one-ninth. This is manifestly an injustice and should be corrected. To attain proper proportions we believe not that the minimum on the 36-foot car should be increased but rather that the minimum on the 40-foot car should be lowered. This whole matter could with comparative ease be brought before the Interstate Commerce Commission. A formal hearing would, however, be necessary, and the best evidence would be such inconsistencies as those adduced above, together with the Official Railway Equipment Guide.

#### RAILWAY REGULATION

The next speaker was Frank Trumbull, chairman of the Chesapeake & Ohio Railway Company, and also chairman of the Railway Executives' Advisory Committee. Mr. Trumbull took up the subject of "Railway Regulation," in part, saying:

"Railway administration of today in this country is as honest as any other business. Notwithstanding this, railway directors and officials accept the principle of regulation because railroads are public service corporations. I might entertain you with a long history of various attempts at regulation commencing with the so-called granger laws followed later by the Interstate Commerce Law enacted 29 years ago and both in turn followed by hundreds upon hundreds of statutes enacted by Federal and state governments. But it is sufficient for this occasion to say that these endeavors, due to a variety of motives, have all been of a piecemeal and patchwork character. The time has arrived for blood remedies instead of court plasters. Railway legislation has been more conspicuous for quantity than quality and legislation and regulation are not synonymous terms."

Mr. Trumbull said regulation meant "to put in good order," as, for instance, to regulate a watch or clock; and then declared that we have not obtained *real* regulation to date. He cited a report of the House Committee on Interstate and Foreign Commerce, recommending the passage of the Newlands resolution for a joint inquiry into the whole problem of railroad regulation, both state and Federal. This report set forth that our system of railroad control was irregular and sporadic, and that it was not a uniform, compact structure. The report strongly recommended the proposed inquiry in order that the system's "diversities and incongruities" could be carefully considered and wherever possible unified and improved.

Emphasizing the importance of the railroad and the necessity for dealing with it equitably and sensibly, Mr. Trumbull quoted the views of President Wilson, former Presidents Roosevelt and Taft, the Massachusetts Public Service Commission, and U. S. Senator Underwood. He read an editorial from the railroad engineers' official organ, which said: "The great thoroughfares should have one boss instead of 49, and the rate-making should be done by one factor of the Government." Continuing the speaker said:



Men of all classes and of all shades of political opinion are realizing more and more that the transportation question is a national problem and not a local issue. Now, if you and other shippers and the people who travel in passenger trains or who receive mail and parcels post carried by the railroads, and railway directors and officials are all agreed that the propriety of regulation is no longer in dispute—surely all of us together ought to be able to get down to business and discuss the whole question from the standpoint of the public interest.

## Grievances of the Railroads.

We may, therefore, ask ourselves, is it in the public interest (1) that the railroads of this country are required to make over 2,000,000 reports per annum to various Federal and state tribunals; (2) that passenger rates are only two cents per mile in some states and higher in more populous states; (3) that wagonloads of testimony are submitted to various state tribunals to prove that passenger rates ought to be higher after a corresponding laborious inquiry by the Interstate Commerce Commission, the result of which was a finding that passenger traffic is not paying its share; (4) that some states pass extra-crew laws and other states refuse to pass them; (5) that one shipper—the Post Office Department—determined rates of pay to the railroads when other shippers are deprived of such a privilege; (6) that public service corporations are required by divided authority to violate the spirit of Section 2 of Article 4 of the Constitution of the United States which declares that: "The citizens of each state shall be entitled to all privileges and immunities of citizens in the several states"; (7) that public tribunals have said in some cases that rates by one line may be higher than another because the cost of production is higher, thereby penalizing superior location and construction; (8) that wages of steel workers, coal miners and others are voluntarily increased by employers and these increases then passed along to the consumer, including the railroads, without similar flexibility in favor of railroad investors and 2,000,000 employees?

Our regulation is locomotor ataxia, a disease of the spinal cord characterized by peculiar disturbances of gait, and difficulty in co-ordinating voluntary movements. Now the Federal Government may be likened to the spinal cord of our political system. Congress can, if it will—and without any Constitutional amendment—act in these matters in behalf of all the states. Any fear of too much centralization could be easily overcome by regional commissions, similar to the regional treatment of national banks.

Discussing the question of railroad credit, Mr. Trumbull pointed out the necessity for private capital investment in railroads; but this, he declared, was only possible where a fair and reasonable return could be obtained. And this, in turn, said he, depended upon equitable and compensatory transportation rates. Railroad investors were quite willing, said the speaker, to have railroad securities supervised by the Federal Government, which could act in behalf of all the states; but they were hesitant to trust the work of nineteen conflicting state commissions.

Declaring that railroad returns for the fiscal year ended June 30, last, were about 5¼ per cent on property used by the public, as against about 4 per cent for 1915 and less than 4 per cent for 1914, he asked, "Is there any prosperous private business in the world that yields so small a return? Surely in no business is it conservative to draw out every year all the profits? How long would your bankers be cordial if you were to draw out every year all of your profits instead of building up reserves or adding to the real value of the property?"

Mr. Trumbull then cited numerous illustrations of discriminations and costly results to railroads and public under our two-headed state and Federal system of regulation. Some of these related to varying demurrage penalties, ranging from \$1 to \$5 a car; while others related to laws intended to secure preferences for local shippers against shippers in other states and against interstate shippers; to conflicting hours of service and safety appliances laws; to laws reducing freight and passenger rates, and to regulation of railroad securities. In one case, delay by a railroad commission, said he, cost the Southern Pacific \$275,000, in an intended security offering. He also referred to attempts by states to exclude railroads not chartered therein from operation within their territory; and to the defiance shown by certain states for writs of injunction granted by Federal courts restraining the operations of state mandates.

Upon motion by Chas. England a unanimous vote of thanks was accorded Mr. Trumbull for his address.

Chairman James W. Sale reported for the Arbitration

Committee that 179 cases had been filed during the year; 11 cases were handled by the Committee; 20 cases were compromised by the secretary; 4 cases were withdrawn; 3 cases now under preparation; 133 minor cases adjusted (not recorded); 8 members were suspended for refusing to arbitrate. The report again called attention to the utter disregard of trade rules and the careless manner of making contracts which cause the majority of arbitration cases.

## REPORT OF SECRETARY-TREASURER

Secretary-Treasurer J. Vining Taylor in connection with his annual report said that the last crop of hay was the hardest to handle in history and this resulted in a large number of complaints and arbitration cases. He reviewed the activities of the past year, including the training of Morton Longnecker for traveling inspector and the attendance of the secretary at various other conventions throughout the country. He also discussed legislative and transportation problems which were covered in detail by the reports of those committees. The Association grades for hay and straw were copyrighted during the year and the following hay inspectors were approved: F. M. Roby, Cleveland; C. R. Melchor, Baltimore; Walter Davis, Savannah; Wm. Peters, Lyons, N. Y.; G. Peters, Kansas City; John Thompson, Skaneateles, N. Y.; C. J. Sealey, Waverly, N. Y.

The total membership of the Association is now 1,104, after subtracting the 137 members lost for various causes during the year. Total receipts for the year were \$14,793.69 and expenditures \$8,345.75, leaving a balance in the treasury of \$6,447.94.

He also called attention to the work of the Investigating and Credit Bureau which now has a line on a great number of unreliable firms. He urged members to co-operate with this Bureau and also avail themselves of its information. Joseph Gregg of Atlanta brought up the question of additions to trade rules referred to a committee at the Niagara Falls Convention last year. Upon motion these rules were referred to a special committee of three with instructions to report back to the convention next day. Adjournment followed.

## WEDNESDAY AFTERNOON SESSION

President Cole called the afternoon session to order and appointed Messrs. Kemp, Cutler and Duncan on the Special Trades Rules Committee authorized at the previous session.

F. L. Young read the report of the Grades Committee which recommended a traveling hay inspector; also suggested that a conference of hay inspectors, Grades Committee and Secretary Taylor be held sometime not later than October 1. New grades proposed were: Choice alfalfa and Johnson grass mixed; No. 1 alfalfa and Johnson grass mixed; No. 2 alfalfa and Johnson grass mixed. The report was adopted as read.

Samuel Walton reported for the Auditing Committee that the books and accounts of the Association were in excellent shape and commended the secretary-treasurer for his work.

President Cole then called Rudolph Raabe of Ft. Jennings, Ohio, to the platform and presented him with a handsome stick pin, the gift of the Association, for securing next to the largest number of new members during the year. First prize was won by F. R. Penman of Macodoghes, Texas, who was not present.

A round table discussion then ensued, the topics centering mainly around the date and place of convention. A suggestion that met with much favor was that the next convention be held on a Great Lakes steamer with a 3 or 4 days' cruise. Several Southern members extended a hearty invitation for the Association to hold its next meeting in the South.

The report of the Committee on Statistics was submitted but not read in full as it will be printed in the Year Book, Secretary Taylor merely reading the headings of the tables contained in it.

The practice of "veneering" hay was roundly scored by a number of speakers, who mentioned instances of a layer of No. 1 hay enclosing a body of low-grade hay in a bale.

H. W. Robinson then took the chair at the request of President Cole and introduced Governor Willis of Ohio, who ingratiated himself with the hay men by telling at the outset of his boyhood days on a farm and how he enjoyed the haying season most of all. He touched upon the value to a community of the hay dealers individually and their tremendous force when working together as a unit. He then resorted to statistics to show that agricultural development abroad far exceeded that in the United States and urged a united effort to improve our own yield. He again resorted to statistics for the hay crop of the country, pointing out that the average yearly production of hay in this country would encircle the globe at the equator more than 40 times, with the bales placed end to end. This enormous quantity only demonstrated more conclusively the importance of hay men in the national commercial life.

## NOMINATION OF OFFICERS

The report of the Nominating Committee was read by Chairman D. W. McMillen as follows:

PRESIDENT—Dan S. Wright, Weedsport, N. Y.

FIRST VICE PRESIDENT—Chas. E. Walters, Chicago, Ill.

SECOND VICE PRESIDENT—Egil Steen, Baltimore, Md.

DIRECTOR.—J. D. Cole, Kansas City, Mo.; S. W. Kemp, Spencerville, Ohio; H. D. Carter, Richmond, Va.; G. W. Crampton, Boston, Mass.; Geo. M. White, Bucyrus, Ohio.

Action on this report was deferred until the following day and the session then adjourned.

## THURSDAY MORNING SESSION

The Resolutions Committee report was received at the opening of the Thursday morning session. Chairman England read resolutions thanking the Cedar Point management and eulogizing President Cole and Secretary Taylor for their efficient service. The Association was placed on record as endorsing an investigation by Congress on railway regulation, with a view to eliminating conflict between the Interstate Commerce Commission and the railways with fairness to both shippers and carriers. The Directors were urged to take some action toward securing daily newspaper publicity for the proceedings of the annual convention. Waterway projects in general throughout the country were endorsed. The proposed change in the date of the convention to the last week in August was referred to the Board of Directors. All the resolutions were adopted in their original form.

The secretary read the report of the Special Committee on Trade Rules as follows:

The courts have in many instances ruled that when a broker makes a sale and confirmation is made between buyer and seller and is accepted, the brokerage is then earned and must be paid. We deem it unwise because of this fact that this Association should offer any trade rules governing transactions through brokers. We would recommend that, when the seller is employing the broker, a special contract be entered into by both parties.

H. W. Robinson, reporting for the Committee on Board of Directors' Report, commended the report in general, but suggested that, instead of employing a traffic expert for the Association the secretary get in touch with some traffic company having representatives in different sections of the country, so as to be able to get local data easily. The report also recommended that the traveling expenses of members of the Transportation Committee, when engaged on transportation matters should be defrayed by the Association.

The latter clause met with considerable opposition and an amendment striking it out of the report was passed. The balance of the report was adopted as read.

## ELECTION OF OFFICERS

The report of the Nominating Committee submitted at the previous session was then taken up and accepted, the secretary casting the ballot for the nominees.

Each of the new officers was introduced to the convention and made brief speeches of acceptance. Retiring-President Cole handed over the gavel to President-Elect Wright and the convention then adjourned *sine die*.



## Thirty-seventh Annual Meeting of Ohio Dealers

Good Attendance, Interesting Addresses and Profitable Discussions Mark Cedar Point Convention—President Wickenhiser Re-elected

THERE has seldom been a meeting opened more auspiciously than the Thirty-seventh Annual Convention and Reunion of the Ohio Grain Dealers' Association which was held at Cedar Point, Ohio, July 6 and 7. After President John Wickenhiser had rapped for order in Assembly Hall of Hotel Breakers on the morning of the first day, O. King of Columbus tendered the hospitality of the entire lake region to the visitors in an address of welcome full of wishes for a successful meeting, of congratulations on a good attendance and of hopes for a larger interest and advancement in association work throughout the state. If Mr. King's remarks were not enough to promote a home-like feeling among the members, Fred Mayer of Toledo, added very bounteous expressions of cordiality in his response, which together with the attractive surroundings of the famous lake resort and delightful weather put every one in a receptive frame of mind for the morning's work.

President Wickenhiser then acknowledged that he had prepared no formal address, believing that the time could be better taken up with the business of the meeting and invited all dealers who had subjects they wished to introduce for discussion to bring them up at the proper time.

### SECRETARY'S REPORT

Secretary J. W. McCord of Columbus delivered his annual report as follows:

The general trade conditions within our borders during the past year have been subjected to great stress and disturbance owing to extreme fluctuations in the prices of all cereals, incident to foreign war complications, and also on account of the poor quality and condition of the 1915 crops of wheat and oats.

Even under these adverse conditions our members have prospered in business, and we may say that peace, harmony and contentment exist within the borders of our state.

The changes in business have been numerous and from varied causes; the greater number from retirements by sale of properties to newly organized co-operative elevator companies.

We have added 31 members, and have lost, by retirements and failure to pay dues, about 15. Your secretary has made great effort to increase the membership; the result has not been commensurate with the effort put forth. Several of our prominent active members have rendered valuable assistance in the campaign for membership and much credit is due to them for their assistance.

We have co-operated with the Grain Dealers' National Association and the several state associations in the general efforts put forth for enactment of Federal legislation; the Grain Grades Act and the Pomerene Bill of Lading Act, now before Congress.

Through the intense activities of two of our local associations, the Middle Ohio and the Miami Valley, the last vestige of the grain bag evil in Ohio has been eliminated.

The treasurer's financial statement showed balance on hand June 28, 1915, \$10.16 which, with receipts for the year made a total of \$946.41. Disbursements were \$913.94, leaving a balance on hand July 5, 1916, of \$32.47.

Secretary McCord then delivered a memorial on the members of the organization who had passed away during the year. These included: Willis Jones, Mt. Sterling; A. D. Behymer, Rockford; David Musselman, Eaton; T. B. Marshall, Sidney. Also the devoted and loving wives of two members: Mrs. Ada Violet Wickenhiser of Toledo and Mrs. M. J. Baker of Monroeville.

President Wickenhiser explained that it was with great regret he was obliged to announce that Lee G. Metcalf, president of the Grain Dealers' National Association, could not be with them to deliver his address as per program. Mr. Metcalf was kept in Chicago on account of the illness of his wife, he stated, and the hopes of the entire organization would be with Mr. Metcalf in trusting in her complete recovery.

The reports were then taken up of local secretaries. E. T. Cusenborder, for the Miami Valley Grain Dealers' Association, said that since the last

meeting the affairs of the Association had been very satisfactory. They had accomplished the elimination of the sack loaning evil in their territory, an achievement of which they were proud. They had had 43 members at a dinner at Dayton on a recent date.

C. M. Eikenberry, who reported for the Buckeye Grain Association, said they were unfortunate in their territory in still having inharmonious conditions. When their Association had been active much good had been accomplished. Conditions otherwise in their territory were good.

The Northwestern Ohio Millers' & Grain Dealers' Association was represented by Secretary H. G. Dehring of Curtice, who stated that they were getting along fine in their territory. Corn was in good shape with promise equal to last year. Oats crop was also large.

For the Middle Ohio Grain Dealers' Association, C. O. Barnhouse said they had been trying to revamp their Association and had been marking time.



RETIRING VICE-PRESIDENT H. S. HEFFNER, PRESIDENT JOHN WICKENHISER, SECRETARY J. W. McCORD

While the Association was dormant dealers had been getting along pretty well. Crops were nothing extra, corn looking bad and showing it would take a lot of summer weather to make it good.

Chairman Wickenhiser stated that they had no bag loaning in his territory and less scoop shoveling than ever before.

D. R. Risser for the Northwestern Ohio Grain and Hay Dealers, Producers and Shippers' Association reported they were not getting along any too well, seemingly having lost interest in association work. The whole territory has been losing money in the grain business.

Earl C. Bear of Hicksville spoke of the importance of getting new members in their state organization and getting down to a business basis. He brought forward the subject of the grain trade publications and their aid in promoting better conditions in the grain business, urging dealers to give them their support in subscriptions and advertising.

E. T. Cusenborder of Sidney also spoke in praise of the good work and help afforded by the grain trade papers, after which an adjournment was taken for luncheon.

### THE AFTERNOON MEETING

Immediately following the call to order for the afternoon session, the chair appointed the following committees:

Nominations—Fred Mayer, J. H. Motts, D. R. Risser, C. O. Barnhouse, C. M. Eikenberry, J. V. Stimmel.

Auditing—Frank Heffner, Joe Dehring, Kenton D. Keilholtz.

Resolutions—Earl C. Bear, E. Milton Crowe, G. W. Lamb, Jesse Young, J. E. Wells.

Herbert Sheridan, traffic manager for the Baltimore Chamber of Commerce, extended a cordial invitation to Ohio dealers to come to Baltimore on the occasion of the annual meeting of the Grain Dealers' National Association to be held in that city September 25, 26 and 27. He spoke of the attractions of Baltimore and vicinity and the plans being made to welcome grain men generally. The outlook was for a large and successful meeting.

A motion was adopted, made by Mr. Crowe, that previous to the meeting at Baltimore Secretary McCord should notify all members of the organization of the event and urge them to go.

S. L. Rice of Metamora, as delegate to the National Hay Association to be held at Cedar Point the following week, invited all grain men that could go to attend that meeting.

V. E. Butler of Indianapolis read a very interesting and instructive paper on the subject, "Economics of the Grain Trade." This will appear in a subsequent issue.

J. W. Harris of Cincinnati, Ohio, made an address on "Protection from the Lightning Hazard

as Related to Our Insurance Association." Mr. Harris, by means of a system of electrical apparatus, illustrated the effects of lightning upon a modern structure and showed how lightning could not strike a building that was properly protected by lightning rods. Following this demonstration the session closed.

### FRIDAY MORNING SESSION

The Friday morning session opened with a report by T. P. Riddle of Lima, on conditions in the northwestern Ohio territory. Mr. Riddle supplemented what Mr. Risser had said the previous day. Regular dealers were going their own way and making the best of things. He advised taking the summer meeting to some central point in Ohio where he believed there would be a larger attendance.

Charles Quinn, secretary of the Grain Dealers' National Association, spoke on the subject of "Concentration of Effort." Mr. Quinn made use of his subject in pointing out what concentration of effort among grain men had accomplished in the grain trade by warding off hostile legislation and promoting the grain man's interests. He told of his recent visit to the meeting of the Northwestern Grain Dealers' Association and explained how in Montana and nearby states the line houses, independents, and co-operatives now work harmoniously together. There were 300 dealers in that Association. The independents and the co-operatives had nothing to fear from each other because, in the evolution of business, all must give service.



Mr. Quinn also stated that there were now eight associations affiliated with the National body. He expected later to receive the application of the Northwestern Association when the National Association would represent the grain trade from the Laker to the Gulf and from Portland to Portland. He told of recent activities of the Association in the matter of pending legislation at Washington and ended by earnestly supporting Mr. Sheridan in his invitation to all dealers to come to Baltimore in September for the annual meeting.

## BUYING GRAIN ON ITS MERITS

E. T. Custerbender of Sidney read the following paper on "Buying Grain on Its Merits":

The grading of grain, from the time it is garnered by the farmer until it is delivered to the final consumer, is, from an economic standpoint, one of the most important questions with which this and other grain dealers' organizations has to cope. The great loss to producers, dealers and consumers of grain caused by the careless method of country grain dealers and farmers, for which the grain dealers are primarily responsible, is appalling.

Comparatively few country grain buyers even attempt to grade grain when they buy it from farmers, as it is graded for them when they sell it. The careful, painstaking farmer who delivers grain of good quality very seldom is properly rewarded for his efforts. The careless farmer, who garners his grain in poorly ventilated bins and open cribs exposed to the elements, is very seldom discounted by the country buyer in keeping with the quality and condition of the grain he delivers. Thus we do not encourage the better farmer to continue in his efforts to market grain of high quality, nor do we try to discourage the careless, thoughtless farmer in his methods.

As we all know, the Federal Government, in an effort to check this wanton waste of the nation's wealth, knowing our weakness and apparent inability to cope with the situation, offers, in my opinion, a long-distance solution of this great problem in a bill now pending in Congress. But, Mr. President, if we would successfully cope with a great evil, we must strike at its source, which in this instance is the country grain dealer, who is primarily responsible for most of our inspection troubles which could and would be eliminated if he would as carefully inspect the grain he buys as it is inspected for him when he sells it.

My long experience in the grain business, and my acquaintance with the method and custom of the average grain dealer, has firmly convinced me that in legislation lies the remedy that will pave the way to the solution of the grain inspection problem.

I have here a bill, which I propose to have introduced in the General Assembly at its next session, that provides for the licensing of all country grain dealers in the state of Ohio. It provides that they shall inspect all grain bought and sold and give a certificate of inspection with each purchase and sale. It also provides for district inspectors, whom any interested party may call to inspect grain in country elevators, on track, en route, or at destination.

If legislation will do for the producers and consumers of grain what it has in other industries, like that of meats, milk, eggs, fruits and many other things, our efforts will not have been in vain.

Under present conditions so many country grain dealers do not know what grade of grain they are shipping, and, of course, the buyer likewise does not know what quality of grain he is going to receive. How much more satisfactory it would be to know the quality of grain shipped. No grain dealer can know what grade of grain he is going to ship unless he knows what kind of grain he receives. Hence a thorough inspection of every load of grain is important.

My bill also provides for district inspectors, who shall be subject to call on moment's notice to inspect shipments of grain over which there is a contention between buyer and shipper in regard to the quality.

J. H. Motts of Brice said he kept all different grades of wheat in separate bins and cleaned all grain in an Invincible Cleaner, buying it on its merits.

Mr. Wickenhiser said he bought all corn on grade as a matter of self-preservation. He thought dealers in his territory were doing the same.

G. W. Lamb of Hooker spoke of the importance of seeing all grain purchased. He had found very many loads of wheat start in with good quality at the top and end in very low grade stuff at the bottom.

H. G. Dehring said he could tell whether a farmer had a plugged load of grain by his looks. At the same time he thought the buyer should examine all the grain before it went to the cleaner.

H. L. Goemann explained the present status of the question of "minimum weights" as follows:

The proposition of the railroad companies to incorporate in the Official Classification the following minimum weights and rules was discussed with the committee of grain interests at the Official Classification meeting held in Chicago on June 15:

Wheat, 64,500 pounds; corn, 61,600 pounds; rye, 61,600 pounds; barley, 60,000 pounds; oats, 51,200 pounds; barley and oats mixture (with 25 per cent or less of barley), 51,200 pounds; barley and oats mixture (with more than 25 per cent barley), 60,000 pounds; ear corn, 49,000 pounds; grain screenings (consisting of one or more kinds of grain), 51,200 pounds.

"Rule 1. In ordering cars for grain the minimum carload weight of which is subject to this rule, the shipper must order those cars of weight capacity equal to or in excess of the minimum carload weights prescribed.

"Whenever practicable cars of weight capacity equal to or in excess of the minimum carload weight prescribed will be furnished, and when available they must be used.

"If the carrier is unable to furnish a car of weight capacity equal to or in excess of the prescribed minimum carload weight and a car of less weight capacity is available, such smaller capacity car will be furnished and the minimum weight to be charged therefor will be its marked capacity, but in no case less than 40,000 pounds."

"Rule 5. When a car of grain or grain screenings is loaded at loading point to within three feet of the roof of the side walls of the car and a notation of this effect is inserted on Bill of Lading by shipper, actual weight will apply. In the absence of a notation to the above effect the prescribed minimum weights subject to actual weights if in excess will apply."

The minimum weights are to be applied on both export and domestic shipments. It is the belief of the com-

of Mrs. Metcalf and expressed thanks to the officers of the Association and all those who took part in the program.

The report of the Nominating Committee was read by J. H. Motts. The report named the following officers, who were elected unanimously:

President, John Wickenhiser, Toledo; vice-president, Earl C. Bear, Hicksville; secretary-treasurer, J. W. McCord, Columbus.

Governing Board: E. Milton Crowe, Piqua; C. M. Eikenberry, Camden; Joe Dehring, Antwerp. After short addresses by the new officers the convention adjourned.

## THE ATTENDANCE

The register showed the following in attendance: John Wickenhiser, Toledo; Mr. and Mrs. C. O. Barnhouse, Agosta; Mr. and Mrs. J. W. McCord, Columbus; Mrs. Bell Root, Mrs. Reedsema, Mrs. Christa, Detroit, Mich.; Mr. and Mrs. C. O. Garver, Dorothy and Chas. Garver, Columbus; O. King, Columbus; Mr. and Mrs. B. E. McConnell, Buffalo, N. Y.; A. L. Gilmore, Columbus; J. M. Anderson, Chicago; J. W. Young of Young Grain Company, Toledo; B. F. Peters, Zanesfield; J. C. Strong, Chicago; Wm. McKnight, Cleveland; V. E. Butler, Minneapolis, Minn.; Mr. and Mrs. O. H. Paddock, Toledo; J. E. Wells, Quincy; G. W. Lamb, Hooker; U. G. Furnas, St. Paris; John E. Bacon, "American Grain Trade," Chicago; Mr. and Mrs. Fred Mayer, J. F. Zahm & Co., Toledo; Mr. and Mrs. C. H. Brayman, Toledo; Mr. and Mrs. G. A. Hax, Baltimore, Md.; John E. Pafenbach, Bellevue; Mr. and Mrs. C. E. Patterson, John Wickenhiser & Co., Toledo; C. A. Powers, Genoa; G. W. Jay, St. Marys; F. P. Hastings, Cedarville; W. C. Schroeder



S. L. RICE, MRS. K. D. KEILHOLTZ, K. D. KEILHOLTZ

mittee that these minimum weights and rules will be published in the Official Classification and in the various grain tariffs of the carriers, and not become effective until after 90 days' notice.

The Committee would, therefore, suggest that the grain trade govern the making of their future contracts accordingly.

Frank H. Tanner, secretary of the Ohio Millers' State Association, brought greetings from that organization and related how the interests of the grain dealer and miller were identical. He advised buying grain on its merits.

C. S. Latchaw of Defiance, representing the farmers' organizations, said they bought all grain on grade at their elevators. He expressed the opinion that the farmers' companies would give their support to all measures which had as their object the betterment of the grain trade.

The report of the Committee on Resolutions was read by E. Milton Crowe of Piqua.

This report condemned the publishing of misleading reports as appearing in the Cleveland Plain Dealer of May 8 and urged dealers to use every effort to cause the real truth to be disseminated among producers and consumers; it endorsed H. R. 651, a bill limiting common carriers to a specified time in which to present claims for payment of all charges; it protested against the railroads making an arbitrary ruling in regard to the ordering of cars for loading in respect to forcing the shipper to state at time the order was placed, the destination to which shipment is to be made; it endorsed the Ohio mutual fire insurance companies; the efforts of the grain trade papers; advised the State Board of Agriculture to install moisture testers at experiment stations; condemned the action of the railroad companies in attempting to force on the grain trade the arbitrary ruling known as "National Shrinkage" in the settlement of claims; tendered an expression of sorrow to Mr. Lee G. Metcalf on the illness

Cyngnet; E. O. Teegardin, Duvall; Mr. and Mrs. Earl C. Bear, with two little Bears, Hicksville; C. C. Hale, Cincinnati; Maurice Dryfus, Erie, Pa.; M. H. Hardy, Dayton; E. M. Pierce, Prairie Depot; Mr. and Mrs. C. A. Bartow, Buffalo, N. Y.; Mr. and Mrs. K. D. Keilholtz, Southworth & Co., Toledo; Fred Wickenhiser, John Wickenhiser & Co., Toledo; E. T. Custerbender, Sidney; E. Milton Crowe, Piqua; W. R. Tabbert, Rocky Ridge; C. M. Eikenberry, Camden; W. L. Shaffer, Seven Mile; J. Y. Stummel, Payne; Mr. and Mrs. W. Frank Heffner, Circleville; H. W. Heffner, Circleville; Mr. and Mrs. C. H. Roszell, Troy; R. Watson, Tiffin; J. D. Watson, Tiffin; R. H. Watson, Old Fort; J. L. Doering, Antwerp; C. A. Hiegel, Leipsic; J. A. A. Geidel of Geidel & Leubin, Pittsburgh, Pa.; Geo. L. Kraft and J. C. Cruikshank, Leipsic; J. L. Cruikshank, Fostoria; J. I. Sindower, Fostoria; Geo. D. Woodman, Toledo, representing Rosenbaum Bros., Chicago; Clark S. Wheeler, Columbus; R. D. Stryker, Huron; A. S. Garman, representing Huntley Manufacturing Company, Silver Creek, N. Y.; G. H. Baxter, Cleveland, representing Fairbanks-Morse & Co., Chicago; Geo. Wehring and Chas. R. Dassel, Cincinnati; A. E. Quere and E. C. Brown, Cleveland; Jas. Bowne, New York City; F. L. McManness, Findlay; M. J. Young, Sidney; Mr. and Mrs. H. G. Dehring, Curtice; D. R. Risser, Vaughnsville.

Edgar Theirvechter, Oak Harbor; W. H. Slaybaugh, Luckey; W. W. Steinmester, Toledo; Mr. and Mrs. L. W. Dewey, Blanchester; F. W. Norton, Greenfield; W. E. Goodal, Cleveland; D. G. Scott, Marysville; O. Defenbaugh and C. S. Bentley, Toledo; W. R. Richards, Chicago Junction; W. W. Firestone, Boughtonville; Geo. J. Blankemeir and R. W. Ulrich, Toledo; T. C. Adame, Akron; J. S. Marks, Toledo; Virgil Vincent, Washington C. H.; J. W. Harris, Cincinnati; A. Guiteau, Toledo; F. J. Maurer, Buffalo, N. Y.; R. C. Arbuckle, Erie, Pa.; Geo. A. Kreagloh, Toledo; F. B. Hipp, Napoleon; W. H. Annin, Toledo; W. M. Bassedette, Toledo; Loff Jacobs, Pomeroy; L. L. Kaufman, Toledo; F. J. Schonhart, Buffalo, N. Y.; S. L. Rice, Metamora; Herbert Sheridan, Baltimore, Md.; Dean M. Clark and Chas. S. Clark, Chicago; H. T. Burns, Buffalo, N. Y.; J. F. McKillen, Buffalo, N. Y.; W. H. Gardner, Bellevue; J. F. Doran, Wadsworth; F. H. Mylander, Oak Harbor; L. A. Trapanier, Dunbridge; C. S. Young, Bowling Green; Frank H. Tanner, Columbus; Fred E. Pond, Buffalo, N. Y.; E. H. Beer of Charles England & Co., Baltimore, Md.; Chas. Quinn, Toledo; Rudolph Raabe, Ft. Jennings; Fred Abel, Cleveland; H. M. Strauss, Cleveland; R. W. Tuttle, Toledo; Chas. D. Huff, Elyria; W. J. Perry, Sandusky; C. O. Peters, Columbus; A. M. Daugherty, Derby; H. L. Goemann, Mansfield; Adam Krohn, Custar; J. Oldham, Sidney; C. S. Latchaw, Defiance; Eli Short, Elmira; T. P. Riddle, Lima; Fred Davis, Defiance; Frank Hall, Defiance; M. F. Wertz, Bascom; N. J. Naughton, Cleveland.





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We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, JULY 15, 1916.

 Official Paper of the Grain Dealers' National Association  
and of the Illinois Grain Dealers' Association.

#### TRADE RULES CONFERENCE

**A**NNOUNCEMENT was made last month of a meeting of the Advisory Committee of the Grain Dealers' National Association for the purpose of reviewing the trade rules of the various markets, to the end that some suggestions for unification might be made to the Trade Rules Committee. The Advisory Committee met in due course and held a three-day session over the rules. George A. Wells was chairman of the conference and E. B. Hitchcock was secretary. It was decided that no publicity of the work of the Committee should be given at this time, but another conference will be held next month for further consideration. Our previous announcement was made under the title, "Trade Rules Under Fire," and it brought a friendly protest from a firm in one of the larger markets. It was suggested that the announcement seemed to criticize the terminal markets for their lack of co-operation, and further pointed out that conditions at the various markets were so different that uniformity of all the rules was quite out of the question. This may indeed be so, and that the rules are empirical rather than arbitrary. But the shippers of the country, many of them at least, believe that some of the trade rules are prejudicial to their interests and that the markets refuse to change them simply because of selfish reasons. This idea, if it is wrong, and it probably is, as the simplest business policy would prompt each market to be as attractive to the trade as possible, can be corrected in no better way than by the method now under discussion. The Advisory Committee represents the shippers; their counsels will have the entire confidence of the country trade. In Baltimore in September this

Committee will meet with another committee representing the exchanges which are members of the Council of Grain Exchanges. The report of the Trade Rules Committee to the National Association will in all probability review the work of both of these conferences, so that the trade will know what the objectionable rules are and will also be told why they are, under the particular conditions of those markets. Whether or not any of the rules are changed, the conferences will make for better understanding and will work to the mutual benefit of shippers and receivers.

#### SPELLING THE BEANS

**A**S A NEWS service bureau the "Service and Regulatory Announcements" of the U. S. Department of Agriculture, Bureau of Chemistry, leaves much to be desired, for the bulletins are issued from 15 to 18 months after the events related have transpired. And yet a study of the bulletins often rewards the time and patience. It takes time, for sometimes the bulletins are quite voluminous; and it certainly takes patience because the cases are so embroidered and enwrought with legal verbiage that the real design and meaning is almost lost sight of. In a recent bulletin eight cases are devoted to the misdemeanors of beans. There were navy beans, cull beans, canned beans and pork and beans. Whether their arduous duties in the spring of 1915, brought to the inspectors of the Bureau of Chemistry an attack of indigestion following, perhaps, an orgy on Boston pills, or not, we cannot say, but it is certain at all events that for a time they had it in for beans.

During the last season we heard much of anthracnose and a depleted and damaged bean crop, but these seizures were of beans from the year before. Perhaps after the warning that these confiscations gave to bean shippers they were more careful to ship only sound and wholesome products, but we much fear that in another year or two a new bulletin will announce that more beans than ever were spilled by some of the Federal hawk-eyed detectives of food criminals in 1916.

#### CROP REPORTS

**G**OVERNMENT forecast for grain on July 7, as of condition July 1, shows a considerable decrease in all crops with the exception of rice, over last year, although the prospects are better than a month ago. The present prospect is for 489,000,000 bushels of winter wheat, 270,000,000 spring wheat, 2,866,000,000 bushels corn, 1,317,000,000 bushels oats, 205,000,000 bushels barley, and 44,000,000 bushels rye. Snow's report which preceded that of the Government by one day, gives 4,000,000 bushels more of wheat, 27,000,000 bushels more of corn, and 36,000,000 bushels less of oats than the Government forecasts. Harvesting in the Southwest has been completed under excellent conditions so that the final returns for winter wheat may considerably better the estimates, and will certainly be of better quality. Wheat remaining on farms, according to the official estimate, is 73,760,000 bushels. An official of the Canadian Pacific estimates that there are 43,000,000 bushels to be shipped from country stations in the Western Provinces of Canada.

#### THE FEAST OF THE ARBITERS

**T**HE grain trade can be justly proud of the progress that has been made in recent years through arbitration. Thousands of dollars in litigation have been saved and the results in every way have been more satisfactory. Judge Olson, speaking before the Chicago Association of Credit Men recently, called attention to the fact that in China trade disputes for hundreds of years have been settled by a committee from the guild to which the disputants belonged, the old guilds bearing a very close relationship to the trade organizations of the present day.

One feature of the Chinese practice, however, has been neglected in this country. After a dispute had been settled a feast was held for all parties concerned, the winner of the arbitration paying the costs. Perhaps the feast was sufficiently liquid that all ill feeling was washed away, and as the ardent spirits disappeared the spirit of concord prevailed.

#### FIGHT OVER GRAIN GRADES ACT

**T**HE Grain Grades Act, in the form of the Rubey Bill rider to the Agricultural Appropriation Bill, which passed the House last month, is up against a stiff fight in the Senate, as there are a number of members of that body who are bitterly opposed to it for various reasons. Senators Gronna and McCumber of North Dakota want full Government inspection without any intermediate agencies. To this end Senator Gronna introduced the following amendment to Sec. 13 of the Bill:

That the provisions of this Act shall not infringe upon or supersede the provisions of the laws of states in which state grain inspection has been or may be established by law or in which public warehouses are regulated by law: Provided, however, that the Secretary of Agriculture is authorized to co-operate with the officials charged with the enforcement of grain inspection and warehouse regulations in such states, and through that co-operation to secure the enforcement of the provisions of this Act as far as practicable and in such manner as not to conflict with the laws of such states.

It is obvious that this amendment would make the Bill practically inoperative, as it would conflict with state rules of inspection, and further there would remain to be determined what was and what was not "practicable." Senator Nelson of Minneapolis is opposed on the ground that it would upset the Minnesota system of appeals which he considers quite adequate. Senator Reed of Missouri is satisfied with the present system and doesn't want it changed. All the others want a change, but have pet schemes of their own which they think are preferable to the Rubey Bill. The Bill was taken up in the Senate Committee on June 29, and it looks as if a long fight or considerable amendment were in store for it.

NOTE: As we go to press the following telegram is received from A. E. Reynolds, chairman of the Legislative Committee of the National Association: "Rubey Bill has passed as amended to Agricultural Appropriation Bill with so many amendments that I am unable to determine what its provisions are. Hope that House and Senate Conference Committee may iron it out in fairly satisfactory condition." This marks another stage in the progress of



the Bill, and we join with Mr. Reynolds in the wish that the difficulties may be straightened out in conference. We wonder if the grain trade of the country realizes what great obligation it is under to the Legislative Committee, who have worked, in season and out, for the passage of the Bill, and to the progress of which they have so largely contributed. It is doubtful if there is a trade organization in the country that has had at its disposal the devotion, energy and influence that has been displayed by this Committee, who have given without stint, and without thought of return, of their time and strength for the benefit of the trade.

#### THE LADIES—GOD BLESS THEM

IN HIS opening remarks at the recent convention, President H. S. Anderson of the Northwestern Grain Dealers' Association took occasion to pay his respects to the ladies present, as follows:

It gives me particular pleasure to note that some of the dealers present have their wives, daughters and sweethearts with them. This is just as it ought to be; only the custom should become more universal. Grain dealers never could achieve real greatness without the refining and ennobling influence of the gentle sex. We will bend every effort to make their visit with us so pleasant that in future conventions we will see them with us in larger numbers.

Comment is frequently heard of the different character of conventions of the present day compared to what they were years ago. The improvement is obvious, and it has made no perceptible difference in the attendance and is certainly productive of greater accomplishment. Time was when a convention was an excuse for a spree, but now the ladies—God bless them—are with us. Social features for both men and women are important parts of all convention programs and are often instrumental in producing immediate results by stimulating friendships and establishing business relations with new acquaintances made in the informal gatherings of the social hour.

#### ARE WE A NATION?

IN AN orgy of patriotic fervor we answer: "Yes." But every rivers and harbors bill, every reclamation project, every conservation scheme, and most of all our pitifully inefficient attempts at railroad control answer, "No." We think in local circles. From the tariff to movie censorship our ideas are provincial and restricted. Beyond our state borders are an unknown people who are constantly endeavoring to put something over on us. That is the attitude of the state rights militant. And we are all more or less militant, jealous of every encroachment on our local sovereignty, even when the seeming encroachment has to do with a strictly national problem, one which is not a state matter at all.

Of these, regulation of our railroads is, perhaps, the most important. The number of railroads which are purely intrastate are so few and insignificant as to bear an immaterial influence on our railroad problem as a whole, and yet the railroads are at the beck and call of 49 little masters, each one trying to gain an advantage for its own people, even though it be to the injury of those of the other 48. That is what

the state commissions amount to and is reason enough for lack of efficiency in certain matters of which complaint is sometimes made. It is unreasonable to expect full co-operation between the roads and the people when the people themselves are of 49 different minds as to what that co-operation should consist in. This state of affairs cannot persist if the country is to continue to grow to its full commercial stature. Full national control of railroad problems must be given by act of Congress. To be sure, this will have to be followed by the reorganization of the sadly overworked Interstate Commerce Commission, but that would follow naturally and as a mere detail of the general scheme. No new legislation could be more important to the grain trade than this. The constant conflict of intrastate and interstate tariffs makes troubles which are difficult to adjust, but which could be taken care of equitably and fairly if only one rate making body were in charge, instead of 49. If the grain trade went on record in favor of this national control, joining with the other commercial leaders of the country, it might well be effective in hastening the day.

#### THE NATIONAL ASSOCIATION

SEPTEMBER 25 is still so far away that grain dealers generally have given but little thought to its importance. It marks the beginning of the annual meeting of the National Association at Baltimore. Much has been said of the theoretical advantages of association meetings, but those who have attended the last four or five meetings of the National Association are aware that there is something more than theory in store for those who attend. The National Association is made up of the acknowledged leaders in the trade. To its affairs the best thought of these men is directed throughout the year, and the annual meeting is the summary and substance of all that has been done in the trade during the 12 months. Every moment is packed with constructive information, vital to the trade as a whole and of immediate and material benefit to everyone who participates in the meetings.

But there is another side to the affair and Baltimore has already placed considerable emphasis upon it. We found out during the last two years that one does not have to go south of the Mason and Dixon Line to find real hospitality and entertainment, but nevertheless, it is an acknowledged fact that when Dixie puts her mind to the task of host, the word "welcome" takes on a new meaning, and "hospitality" becomes an essence whose rare perfume stays forever in the memory. In other words, Baltimore is going to show the delegates the time of their young lives, and whoever stays home will have reason for regret. This is a warning and a hint that it is time to begin planning for the trip.

We almost wish that Mr. Frazier could be elected governor of North Dakota and be allowed to put into effect some of his pretty theories as to state terminal elevators, state abattoirs, etc. It is probably the only way the people of North Dakota can be convinced that the terminal markets in other states were not organized for the sole purpose of skinning the farmers.

## EDITORIAL MENTION

The black rust scare started rather earlier than usual this year, otherwise it is a perfectly normal, healthy scare.

It is estimated that smut causes loss of \$35,000,000 worth of small grain every year. It is up to the grain trade to boost formaldehyde.

The Omaha Grain Exchange is to be congratulated on the beautiful illustrated book issued to show the advantages of that market to the trade.

Report has it that Milwaukee grain men are determined to test the legality of the natural shrinkage clause of the bill of lading. Here's luck, Milwaukee.

The rice crop of this country is increasing so fast that it will not be long before bulk handling will begin to be considered, instead of the sacks and pockets.

Dairymen of California are crying for new feeds and the sorghums are receiving serious consideration. The possibilities of these crops grow richer every day.

An optimist from Missouri writes that the whole state is going to join in a campaign this fall for the extermination of the Hessian fly. Is the millennium upon us?

Government food control in Germany has apparently not put a stop to speculation, as a recent order by the Berlin Bourse has put dealings in grain on a strictly cash basis with the day of delivery prescribed, and forbids option and time trading entirely.

With two and a half months still to go, the 200-new-members campaign of the National Association is assured of success. Only 50 names are lacking to make the 200, and at the rate the boosters have been going lately these will be secured with ease.

The Government bulletin on Marquis wheat pronounces it the best of the spring varieties, but not comparable in yield to Durum or winter wheat where those varieties can be grown successfully and marketed economically. A safe and sane bulletin.

The most pronounced corn bear of whom we have heard is the man who crawled into a loaded car when drunk and didn't awake until the car was on its way to Chicago. For 10 days he ate nothing but corn and is thoroughly convinced that there is too much of it in the world.

The North Dakota Railway Commission has announced that it will not change the grain grading of the state to conform to the theories of Professor E. F. Ladd. The satisfaction is lessened, however, as we learn that this step is not because of lack of confidence in the Ladd grades, but because their term of office is about to expire and they are merely passing the buck to their successors.



R. M. WHITE  
Duluth.

# NEWS OF THE TERMINAL MARKETS

TRAVE ELMORE  
St. Louis.

## NEW OFFICERS AT PITTSBURGH

At the recent annual election on the Pittsburgh Grain and Hay Exchange James McCune was chosen president, A. J. Gosser vice-president. H. G. Morgan secretary, W. A. McCaffrey treasurer.

## RIGHT CHURCH BUT WRONG PEW

Whether there is, or will be serious damage from rust will be a feature to disturb the speculator until the new spring wheat is made; they "rise" to that kind of dope much more readily than to the more substantial factors.—Pope & Eckhardt Company, Chicago, from July letter.

## THE RYTON CLUB

Over 100 members of Chicago Board of Trade and other leading Exchanges have formed a good fellowship association, which has been given the name of the Ryton Club.

Officers are: Jos. P. Griffin, Chicago, president; E. L. Cushing, New York, vice-president; Fred L. Lewis, Chicago, secretary and treasurer.

## TO REORGANIZE CORN PRODUCTS COMPANY

The Federal Trade Commission is preparing to enter into a conference with the Corn Products Refining Company of New York, which was recently dissolved by the lower court, with the purpose of arranging a restoration of the company to its original units if such a course shall be decided upon. It is expected this plan will be followed if the company announces there will be no appeal from the court's decision.

## MEETING OF CEREAL EXPERTS

The second interstate cereal conference was held July 11-13 at the Minnesota University Farm, midway between St. Paul and Minneapolis. A very interesting program was given.

The Executive Committee of this organization is composed of John W. Gilmore, chairman, University of California; Charles E. Chambliss, secretary, Department of Agriculture; M. A. Carleton, Department of Agriculture; F. S. Harris, Utah Agricultural Experiment Station; Bert D. Ingels, Sperry Flour Company.

## Y IS THE FOURTH OF JULY?

No one can allege anything against the patriotism of the grain merchants on the Peoria Board of Trade. They celebrated the 4th of July in a fitting manner by closing the Exchange on that date to permit inspectors, weighers, grain clerks, etc., to whoop 'er up patriotically as they might severally and collectively desire. But the Board members voted by a count of 40 against 11 to keep open on July 3, so on that date the Peoria Board of Trade was the only Exchange to have open doors in the United States.

## ELECTION AT WICHITA

The Wichita Board of Trade held its annual election of officers last month. L. H. Powell, of L. H. Powell Company, was re-elected president, and W. L. Scott, of W. L. Scott & Sons Grain Company, was elected vice-president. The following were also re-elected for the coming year: H. Kaufman, treasurer; J. H. Sherman, secretary; Ray Campbell, attorney for the Board; and R. B. Waltermire, supervisor of weights.

The Board of Directors consists of C. A. Baldwin, of the Baldwin-Barr Grain Company; W. F. McCullough, of the McCullough Grain Company; George

Koch, of the Koch Grain Company; T. L. Hoffman, of the Kansas Flour Mills Company; J. W. Craig, of the Craig Grain Company; H. Kaufman, of the Stevens-Scott Grain Company; and C. M. Jackson, of The Kansas Milling Company.

## J. A. A. GEIDEL

Albert Geidel of Geidel & Leubin of Pittsburgh, Pa., wasn't born in the grain business nor did he achieve it or have it thrust upon him, but, like Topsy, "he just grewed" into it. However, those who know Mr. Geidel will say he was born for the grain business. He has the grain eye, so to speak. His judgment, once accepted by a customer, remains adhered to to the end of the chapter. Nor



J. A. A. GEIDEL

does Mr. Geidel believe in a profit on only one side of the transaction. He is strong for the other fellow, and that course, steadily pursued, usually results in success.

J. A. A. Geidel was born in Pittsburgh, February 23, 1874. After the average grammar and high school education he engaged in a number of enterprises, but finally started in the grain business on September 3, 1892, with his brother, Philip Geidel, Jr., their offices being located in the McCance Block. A year later, when his brother Philip returned to E. B. Mahood, with whom he had formerly been engaged in the grain business, Albert went with them as bookkeeper and remained there until 1896, when E. B. Mahood retired. Thereupon W. J. Mahood, Philip and J. A. A. Geidel engaged in the grain business as Mahood & Geidel. In 1898 he retired from this association to form the grain firm of Geidel & Co., which lasted until 1895, when he became associated with D. G. Stewart, under the style of D. G. Stewart & Geidel. This firm liquidated on November 14, 1914, when the present firm of Geidel & Leubin was formed, Mr. Leubin being formerly interested with Mr. Geidel in elevators in the West, doing business as the Garrison Grain Company. A part of the elevators have been

sold, but the firm still continues in business at Milton, Ohio.

Mr. Geidel was second vice-president of the Grain Dealers' National Association in 1911-12, is an ex-president of the Pittsburgh Grain and Hay Exchange and has filled about all its important offices. At the present time he is a member of the Railroad Committee. He is unusually well posted in traffic matters, having been for years a close student of transportation problems, and has always also taken a great interest in church history, being affiliated with the Evangelical Lutheran Church. The picture illustrating this sketch was taken while Mr. Geidel was attending the recent meeting at Cedar Point, Ohio, of the Ohio Grain Dealers' Association.

## SOME LIGHT ON BLACK RUST

"Will black rust become serious?" ask C. A. King & Co. of Toledo. "It seldom does. Will this year be a black one? 1904 was the blackest. Two years ago there was considerable damage. Crop was only 206 millions. Five year average 264 millions. In 1904 Chicago September advanced from 81 to 107. Crop shrank 75,000,000 during July and August. Greatest loss occurred in August. Crop was late, same as this season. It is early yet for serious damage. Black rust reports are revived nearly every year, but the damage is generally small. It is the possible rather than the probable damage that give the shorts heart failure. Heavy rains followed by hot weather are favorable to rust."

## CONDITIONS IN NORTHWEST GOVERN

Harris, Winthrop & Co. of Chicago say of wheat in late letter: "Strength at Minneapolis gave color to the unfavorable news and there was confirmation of black rust in parts of South Dakota, which created an increased demand for futures. Different authorities reporting on spring wheat said that conditions were favorable for rust development as the crop is late and is more than ordinarily susceptible. The ordinary statistical and other developments are receiving no attention just now and market hinges entirely upon conditions in the Northwest. If reports of the character received today continue, the market can easily be carried higher. Harvesting is progressing rapidly in the Southwest under ideal conditions and the movement is increasing."

## THE PRESENT OUTLOOK

Wheat looks like a long distant investment to us. The new winter wheat crop is being pretty tightly held in the Southwest—foreigners are interested, with every indication that they will take care of first offerings when they come out. Black rust has been confirmed in the spring wheat country. The alarm, though, could be eliminated by a cooler spell of weather. Still, plant has its vicissitudes to go through, and being in the crop scare period, we are inclined to believe that the buyer on breaks will have the best of the argument.

Some of the corn conditions may have been discounted by recent advances, but unless the cash demand suspends itself, we don't anticipate any serious decline. Stocks of corn here and in the Southwest have depleted considerably, and it is hardly likely that the producer will market any great quantity of corn until the new crop is further along. We think the buying side on the breaks, for awhile at least, will prove most profitable. The oats are selling at liberal discounts under corn, and there is talk of rust and chaffy filling,



and until there is evidence of increased hedging pressure against the new crop, we don't expect to see any particular price shrinkage. The weather will have a great deal of influence on the market for the present.—Special Letter of J. A. Edwards & Co., Chicago, July 13.

## TAX TO BE REMOVED

Members of the Chicago Board of Trade, as well as other Exchanges, who have been endeavoring to have the stamp tax on Board of Trade transactions removed, expect shortly to have their efforts crowned with success. The stamp tax has been especially burdensome to active traders and almost the entire trade felt that an injustice was done when the tax became operative. Committees of grain men have been in Washington several times looking after the interests of the Chicago Board of Trade in respect to the repeal of the tax.

## CHAMBER OF COMMERCE WILL MARCH

Secretary H. A. Plumb of the Milwaukee Chamber of Commerce writes us that the Chamber of Commerce is making preparations to take part in the Preparedness Day Parade on July 15. Committees have been appointed for the purpose of encouraging the members to participate, and it is expected that a large turn-out will be the result.

Milwaukee will be a party to the suit which is to be instituted shortly to prevent the Western carriers from enforcing the "Natural Shrinkage" rule. The Board of Directors has appropriated a sum of money for that purpose.

## GRAIN CLEARING ASSOCIATION

The Omaha Grain Clearing Association has been incorporated at Omaha, Neb., its object being the clearing of all transactions in futures made on the floor of the Exchange. Its membership is limited to 200, it has a capital stock of \$10,000 and only members of the Exchange in good standing are eligible to membership in it.

E. C. Twamley is president of the Association, A. H. Bewsher vice-president and Frank P. Manchester is secretary. The rules governing future trading were carefully worked out and everything made ready for the reopening of the future market, which occurred July 5.

## MARKET FAVORS INVESTORS

Logan & Bryan of Chicago give their opinion of wheat in letter of July 13 as follows: "Hot, sultry, muggy weather was prevalent over a large part of the spring wheat country. This is favorable for the spread of black rust, and reports of its existence were given from numerous points.

"Some advices from Kansas say the yield of wheat is not as good as expected, but the quality is fine. Farmers are displaying a holding attitude in both winter and spring wheat territories, and receipts are expected to be light. Export business reported so far, wheat 400,000@500,000 bushels new winter, besides a moderate business in Manitoba. Weather conditions throughout the world are unfavorable, and with this in mind we believe the investor has most everything in his favor."

## CROP DAMAGE AND PRICES

"Foster predicts hot spells July 10 to 14 and 17 to 20. Cool after July 20 with excessive rains. French reports suggest their smallest modern wheat crop—may be 220 millions versus 256 for 1915, 283 for 1914 and a necessary average of 330 millions. France is now importing at the rate of 95,000,000 per annum. Should wheat damage appear in the North I believe all importing countries will develop an immediate interest in future supplies.

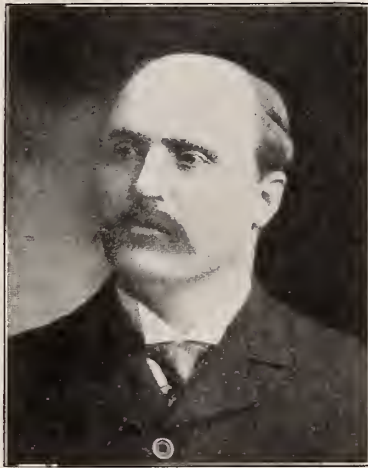
"The deplorable food and feed condition in Europe still rules all-grains and affects provisions. The greatest hog run in history has been swept into consumption without a ripple. Oats statistics are bearish, but, comparatively, oats are the cheapest grain. Chicago holds four or five millions oats, which suggests July oats are in check. In 1912 when July oats spurted and closed at 51 cents, Chicago held 300,000 oats.

"Dwindling of Chicago corn supplies to two or three millions helps corn bulges, but the old crop months can hardly hold the near 80-cent levels unless serious crop damage. For a time the lateness of the crop probably means break purchases."—E. W. Wagner & Co., Chicago, late July letter.

## DEATH OF ROBT. P. KETTLES

There passed away in Chicago on June 28 a man who in an unusual degree enjoyed the esteem and confidence of the buyers and sellers of grain in the East and West. He had been chief of the Grain Sampling and Inspection Department of the Chicago Board of Trade since 1904 and stood between the Eastern buyer of grain and the seller on the Chicago Board, guaranteeing fairness to both, until "buying by Kettles' approval" became a watchword in the grain trade. His judgment and integrity was implicitly relied upon by everyone who handled cash grain in the Chicago market.

Mr. Kettles died very suddenly of heart failure in his office at the Board of Trade, although he had



THE LATE ROBT. P. KETTLES

been in poor health for some time. He had passed his fifty-seventh year, having been born in Scotland February 23, 1859. After a good common school education he followed the business of milling in Scotland until leaving for the United States in 1887. On arrival in Chicago in the fall of that year he became a grain sampler until 1889, when he engaged in the grain business at Plano, Ill., which he continued until 1891. He then returned to Chicago, becoming a grain sampler until 1904, when he was made chief of the Department. He resided at 7108 Normal Boulevard, was a Mason and member of St. Andrew Society and the Englewood Scottish Club. The interment was at Mt. Hope Cemetery, in Chicago.

## CHANGES IN MEMBERSHIP

**Baltimore.**—Membership in the Chamber of Commerce was granted to Geo. R. Sinnickson, while the membership of Gamble Latrobe was transferred. Reported by Secretary Jas. B. Hessong.

**Chicago.**—New members on the Board of Trade are: Jas. J. Carew, Ernest M. Galley, Francis J. Dolan, E. B. Timberlake, Chas. E. Danforth, Robert J. Hanley, David E. Stott, Paul Brown, Newton S. Shannon and Edw. T. Cushing. The memberships of the following have been transferred: Chas. K. Templeton, Robt. E. Tearse, Wm. A. Thomson, Jas. J. Phelan, L. W. Gifford, Frank C. Park, Wm. H. Conley, John J. Becker, John K. Scattergood and V. J. Peterson. Reported by Secretary J. C. F. Merrill.

**Kansas City.**—Mason H. Hawpe was elected to membership on the Board of Trade on transfer of membership standing in name of Clayton L. Carter of St. Louis, Joseph S. Geisel of St. Louis on transfer of membership standing in name of John T. Eubank, Martin J. Lawler on transfer of membership standing in name of Boyd C. Moore. W. O. Brackett was admitted on transfer from W. B. Stowers and W. S. Nicholson on transfer from M. W. S. Nicholson, deceased. Reported by Secretary E. D. Bigelow.

**Memphis.**—Pittman & Harrison Company of Sher-

man, Texas, and R. H. Green of Jackson, Miss., have been admitted to membership in the Merchants' Exchange. Reported by Secretary N. S. Graves.

**Milwaukee.**—Edward B. Barber, A. F. Brenner and A. E. Martin have transferred their memberships in the Chamber of Commerce. Reported by Secretary H. A. Plumb.

**Pittsburgh.**—G. E. Cook, representing W. J. Heck Company, and W. L. Grobe, connected with R. S. McCague, Ltd., are new members on the Grain & Hay Exchange. Reported by Secretary C. G. Burson.

**Richmond.**—G. G. Fairbanks & Co. and W. F. Grune have withdrawn their memberships on the Grain Exchange. Reported by Secretary Y. E. Booker.

## AN UNCERTAIN SITUATION

MacKenzie & Day of Chicago say July 13: "One of the local crop experts now investigating conditions in the spring wheat territory finds much black rust in wheat fields up there and while no actual damage has as yet resulted he says that the appearance of the disease over a wide area so early in plant history furnishes substantial basis for apprehension.

"The fact that both the winter and spring wheat crops of this country will be much under last year serves to intensify the situation, particularly in view of the very unsatisfactory weather and crop advices now coming from Europe and war still on. Domestic millers continue to bid sharply for the new winter wheat and are taking it away from exporters, while offerings of the new crop are still limited. Harvesting of winter wheat is practically completed in the surplus states, and the quality is generally excellent."

## DO NOT EXPECT MATERIAL DECLINE

"Those who are familiar with the raising of corn assert that continued hot weather at this time will do more damage than if the month of June had been comparatively dry. Roots are shallow and excessive heat at this time can easily do material damage. While export demand is reported quiet and only 40,000 bushels were admitted worked up to noon, the buying of July today would indicate that considerably more than this amount had been worked, and there are bids for more. The market will continue to get support from wheat and from foreign cash demand, and should the weather continue hot even the new crop will not decline materially from this level."—Lamson Bros. & Co., Chicago, letter of July 13.

## OATS ARE CHEAP

The Sawers Grain Company of Chicago, Ill., say of oats in market letter of July 13: "More crop damage news came in today. Some points in Illinois claimed 25 per cent damage. Export sales were again large, but no figures given out. Oats are relatively cheap compared to corn, and this fact, along with possible damage news to come from the Northwest, may keep the market strong for another week or so."

## TERMINAL NOTES

R. V. Harper of J. W. Smith & Co. enjoyed a vacation trip the first part of July.

Samuel O. Hall has sold his interest in the Hall Feed & Grain Company of Buffalo, N. Y.

The George Koch Grain Company has been organized at Wichita, Kan., with a capital stock of \$15,000.

Wayne Nelson has accepted a position to travel on the road for the Hunter Grain Company of St. Louis, Mo.

Frank S. Dudley, head of the grain firm of Dudley & Carpenter of Baltimore, Md., was married late in June to Miss Edith Shriner of Reisterstown, Md.

The Omaha Grain Exchange has published a very handsome book illustrating the new Exchange building and giving views of the rooms of the officers of the Exchange, the Exchange floor, chief grain inspector's and weigher's office, followed by



views of Omaha and all of the 20 large grain elevators which now store grain at that market.

The firm of John A. Dennerle & Co., one of the oldest grain companies of Cleveland, Ohio, has gone out of business.

The Root Grain Company of Kansas City, Mo., has opened an office at Wichita, Kan. It is in charge of S. C. Groth.

Frank W. Falk, formerly with C. C. Wyman & Co. of Duluth, Minn., has become associated with Becker-LaBree Company.

The Schreiber Hay & Grain Company of Kansas City, Mo., and Omaha, Neb., has opened a branch office in Minneapolis, Minn.

The Hastings-Stout Company of Cairo, Ill., completed its new grain elevator July 2 and moved its general offices to the new plant.

Thomson & McKinnon of Chicago have opened a summer office at Charlevoix, Mich., under the management of H. L. Winters.

The Nicholson Grain Company of Kansas City, Mo., has filed a statement showing increase of its capital stock from \$5,000 to \$15,000.

B. J. Dodge of the Sioux City office of the McCaull-Dinsmore Company of Minneapolis, Minn., spent the early part of July in Texas.

E. E. Roahen Grain Company of Kansas City, Mo., has engaged H. C. Somers of Abilene, Kan., to represent them in Western territory.

W. E. Schroeder has been appointed manager of the Milwaukee office of E. W. Wagner & Co. of Chicago to succeed Frederick S. Frost.

The Kemper Mill & Elevator Company of Kansas City, Mo., has opened a milling wheat department under the management of Rufus C. Kemper.

G. W. Miley, member of the firm of Lowell Hoit & Co. of Chicago, met with a serious accident while alighting from a street car near his home recently.

The first new wheat to grade No. 2 red arrived at Baltimore, Md., June 27 and sold to the C. A. Gambrill Manufacturing Company for \$1.04¼ a bushel.

A third dividend on claims of all creditors of the W. A. Fraser Company of Chicago was declared on July 5 and ordered paid by Referee Sidney C. Eastman.

A. M. Haynes, formerly manager for the Brandeis & Grubb Grain Company at Burlington, Okla., has gone with the Stevens-Scott Grain Company of Wichita, Kan.

The Magee, Lynch Grain Company of Cairo, Ill., has been formed. Capital stock is \$50,000 and incorporators are Grace E. Magee, Alvin W. Lynch, Isadore Lynch.

John G. Wild, who has been connected with the United Grain Company of Omaha, Neb., as traveling representative, has been admitted to partnership in the firm.

James Norris of the Norris Grain Company of Chicago and Henry Slaughter of A. O. Slaughter & Co., with a few others, recently motored from Buffalo to New York.

Frank Fleming, traveling solicitor for B. C. Christopher & Co. of Kansas City, Mo., was recently called to the training camp of the Missouri National Guard.

William B. Grammar, formerly of Deshler, Ohio, where he operated a grain elevator, has become connected with the office at Toledo, Ohio, of E. W. Wagner & Co. of Chicago.

Charles E. Lewis & Co. of Minneapolis, Minn., have opened offices in the Palladio Building at Duluth, Minn., in addition to their office in the lobby of the Duluth Board of Trade.

H. E. Sprague, manager of the Sioux City, Iowa, office of E. W. Wagner & Co. of Chicago, Ill., returned the first part of July from a visit to Colorado points and Yellowstone Park.

Finley Barrell, head of the Chicago grain firm of Finley Barrell & Co., with general offices in the Rookery Building, Chicago, lost a son, John W. Barrell, by drowning recently. Young Barrell was bathing in the Illinois River when he suffered a

sudden attack of heart disease. The funeral was from the family home at Lake Forest.

H. M. McNamara, formerly manager of the Farmers' Elevator Company at Hazel, S. D., is now representing the Minneapolis firm of Woodward-Newhouse Company in South Dakota.

A new firm has been formed at Indianapolis, Ind., known as P. M. Gale Grain Company. Those interested are Pliny M. Gale, Harrold A. Boxill, J. A. Gale. The capital stock is \$10,000.

James H. McCarthy, who has been the buyer at Wotford City, N. D., for the Winter-Truesdell-Ames Company of Minneapolis, Minn., is now representing the company in Montana.

Logan & Bryan of Chicago have opened their summer office at Mackinac, Mich. Thomas Perrin, recently in charge of the firm's interests at French Lick, Ind., is in charge of the office.

C. H. Lyons, formerly with the Squires Grain Company of Des Moines, Iowa, is now representing the Sawers Grain Company of Chicago in Indiana, making his headquarters at Brooks, Ind.

The business of H. C. Jones & Co. of Baltimore, Md., during the time of service of its manager, Colonel Harry C. Jones with the National Guards, is being looked after by J. Collin Vincent.

The first car of new wheat was received at Chicago July 11 from Kansas by the Norris Grain Company. It graded No. 2 hard winter, tested 61½ pounds to the bushel and sold at \$1.17½ a bushel.

The Marshall Hall Grain Company of St. Louis, Mo., has incorporated at Wichita, Kan., with a capital stock of \$5,000. The Wichita branch will be operated under the same name as the parent concern.

The first car of new Oklahoma wheat to arrive at Minneapolis, Minn., was received by McCaull-Dinsmore Company July 5. It graded No. 2 hard, tested 63 pounds and sold at 4 cents over Minneapolis July.

Ellis & Fleming have succeeded Ellis-Fleming-Brown Company at Cincinnati, Ohio. This company is one of the oldest in Cincinnati and was incorporated about a year ago but now resumes the old firm name.

Tom Berryman, who recently represented the Rogers Grain Company of Chicago in Iowa and the Northwest, is now with Randall, Gee & Mitchell of Minneapolis and Duluth, with headquarters at Casselton, N. D.

Articles of incorporation were filed on July 1 by the Independent Hay & Grain Company of Evansville, Ind. The capital stock is \$25,000 and the incorporators are John and Lillian Jennings and Michael D. Helfrich.

The J. H. Teasdale Commission Company of St. Louis, Mo., has purchased and commenced the operation of the United Elevator & Grain Company's elevator on July 15. The elevator has a capacity of 700,000 bushels.

The Salyards Grain Company of Duluth, Minn., has been incorporated to carry on a general commission business in grain. The capital stock is \$100,000 and the incorporators are H. F. Salyard, E. C. Hancock, Leo J. Teske.

A committee composed of H. M. Brouse, H. E. Richter and Ed A. Smith has been appointed by Edw. A. Fitzgerald, president of the Cincinnati Grain & Hay Exchange, to draft new rules and regulations for the Exchange.

Articles of incorporation have been filed by the Dolphin-Jones Grain Company of Omaha, Neb. The firm will carry on a general grain business. Capital stock is \$50,000 and officers are Lance Jones, M. J. Dolphin and J. G. Wild.

We quote from Papa King of Toledo, who declared that a real German victory had been won when Walter Braun, junior member of the bond house of Stacey & Braun of Toledo, led to the altar little Queen Kate King on June 28. To win a German victory is as it may be. To win a bride is much, but to win a bride and queen at the same time seldom falls to the lot of mortals. Papa King

said little Queen Kate was their last edition. We receive the news with sorrow, being always and immensely interested in the marriages of kings and queens.

H. T. Bickel of Cedar Rapids, Iowa, well known among grain dealers of Central and Western territory, has formed a connection with Harris, Winthrop & Co. of Chicago and will represent them in Iowa and the Southwest. Mr. Bickel was of late with Clement, Curtis & Co. of Chicago until they closed their cash grain department.

The Buffalo Elevating Company and the American Linseed Company of Buffalo, N. Y., have made an offer to the city of Buffalo to purchase the islands at the foot of Main Street for \$260,000. It is said the offer will be accepted.

The Kentucky Distillers' and Brewers' Dried Grains Company has been organized at Louisville, Ky., by James Thompson, Leland Taylor, R. E. Wathen and P. W. Grimstead of Louisville, and Charles Wiedeman of Newport, Ky.

The many friends of Charles F. Beardsley of Picker & Beardsley Commission Company of St. Louis, Mo., will be pleased to learn that he is making steady recovery from the automobile accident which he met with a short time ago.

William Browning, who has represented C. H. Thayer & Co. of Chicago in Western territory for a number of years, has severed his connection with that firm and purchased an interest in the J. R. Harold Grain Company of Wichita, Kan.

The first car of new wheat that was really tributary to the St. Louis market arrived June 29 and was handled by Goffe & Carkener Company on consignment. It was from Hobart, Okla., graded No. 3 red, testing 58 pounds, and sold at \$1.08.

Andrew Brennan, for the last 21 years in the employ of the Chicago Board of Trade as quotation clerk, has been elected to membership on the Board and will represent the grain firm of George B. Quinn as salesman on the floor of the Exchange.

Louis V. Sterling, who has been with Logan & Bryan of Chicago for the past 15 years, partly in Chicago and partly in the New York office, has been elected to membership in the Chicago Board of Trade, becoming a member of the Logan & Bryan firm.

The Healy-Owen-Hartzell Company has been organized to engage in the grain commission business at Minneapolis, Minn. The members of the new firm were formerly associated with F. M. Davis & Co. of Minneapolis. Offices are in the Flour Exchange Building.

We are informed by Jas. H. Sherman, secretary of the Wichita Board of Trade, that the Board of Trade membership formerly owned by N. H. Keith has been purchased by W. F. McCullough. The information that J. H. Shearhod purchased this membership is an error.

Edwin S. Steen, junior member of the grain and hay commission firm of E. Steen & Bro. of Baltimore, Md., was married the latter part of June to Miss Frances M. Thornton of Baltimore. The newly wedded couple left on a trip to Bermuda to be gone about one month.

The firm of W. M. Bell & Co. of Milwaukee, Wis., which has been conducted as a partnership, has been incorporated as the W. M. Bell Company. The officers of the new corporation are: Wallace M. Bell, president; W. A. Hottensen, vice-president and treasurer; Robt. G. Bell, secretary.

William H. Gallagher, who was for years an employe of Knight & McDougal of Chicago but who lately has been doing a brokerage business on his own account, was recently suspended by the directors of the Board on the charge of uncommercial conduct. The suspension is for two years.

Pope & Eckhardt Company of Chicago have mailed their friends a keepsake in the form of a leather bill book. It is stamped with the familiar Pope & Eckhardt corn emblem, and the inference is that shippers will always keep it well filled who do business with this well-known Chicago grain firm.



## TRADE NOTES

Fairbanks, Morse & Co. of Chicago are being represented in western Michigan by Locke Etheridge, formerly with the Richardson Scale Company of Passaic, N. J.

Sternes & Willis of Alpha, Minn., have taken out a patent on a dusting and scalping machine for grain elevator heads on which are based many claims for excellence.

J. E. Henderson of Monroe, N. C., has patented an automatic weighing and bagging machine for use in flour mills, warehouses and grain elevators which he is preparing to place on the market.

The Burrell Engineering & Construction Company of Chicago, Ill., has discontinued its Salt Lake City, Utah, office and opened a new office at 705 Baker-Boyer Building, Walla Walla, Wash.

The Richardson Scale Company recently mailed from its Wichita, Kan., office a striking announcement calling attention to the money-saving proposition in the installation of a Richardson Scale.

The International Grain Sterilizing Company of Kansas City, Mo., has placed on the market a new process of wheat purification. A. C. Von Hagen, formerly of Sleepy Eye, Minn., is the head of the company.

The National Gas Engine Association held its annual meeting at Hotel Sherman, Chicago, June 27-29. There was an unusually good attendance and a number of excellent exhibits added to the interest of the meeting.

The Boos Machine Company has purchased the buildings and ground formerly occupied by the St. Mary's Machine Company at St. Mary's, Ohio, and will continue the business of manufacturing oil and gas engines. They will also give special attention to repairs for the St. Mary's engines.

George M. Robinson, president of the Charter Gas Engine Company of Sterling, Ill., and veteran ball player, helped the Charters last Saturday to defeat the R. B. & W. team in the Manufacturers' League by a score of 5 to 0. Charter Engines are just as good as the Charter team's ball playing, which is A1. Mr. Robinson filled second base Saturday in an errorless game.

James Stewart & Co. of Chicago have been unusually busy of late in grain elevator construction work. They finished on July 7 the new tanks for the Western Maryland Elevator at Baltimore, Md., and are at work on plans on a new 2,000,000-bushel elevator for the Baltimore & Ohio Railroad on Curtis Bay at Baltimore, Md. In addition, the company is making plans for a new 3,000,000-bushel elevator to replace the Canton No. 3 Elevator at Baltimore, Md., which burned recently. This elevator will be hurried as rapidly as possible to completion.

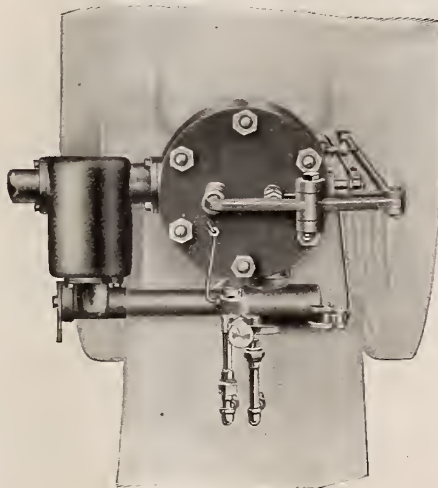
The grain elevator operator and feed mill owner will not fail to be interested in the new handsome catalog just issued by the Bauer Bros. Company of Springfield, Ohio, covering the various styles of the "Scientific" Ball Bearing Attrition Mills, single disc grinders, corn crackers, reels, single shakers, double shakers, crushers and breakers. All these machines are illustrated by full sized halftones, on heavy white enamel paper, and the "why" of everything is set forth in a clear, concise manner. The "Scientific" Mill is guaranteed to grind cob meal, shelled corn, barley, rye, oats, barley beards, chaff, straw joints, oat hulls, rice hulls, buckwheat hulls, corn bran, screenings, and in fact about every product of the feed man or miller requiring a treatment of this character. The catalog also offers to prove that the "Scientific" Mill shows the greatest profit to the owner and especial pains is taken to make clear the correctness of design of the "Scientific" method of grinding and the practical lines on which

all the machines are built. The company will mail a copy of the catalog to all interested parties.

The distinction of furnishing the United States Navy with its first kite balloon has fallen to The Goodyear Tire & Rubber Company, Akron, Ohio. Kite balloons are so called because of the method of rigging, which is similar to that of a boy's kite. They are also known as captive balloons from the practice of holding them captive at any height desired by means of a wire cable attached to balloon rigging. The balloon which has just been delivered to the navy was designed by Goodyear aeronautical engineers and made entirely in the Goodyear factory. It has been placed in commission at the U. S. Navy Aeronautic Station at Pensacola, Florida, and is 81 feet in length while its largest diameter is 22 feet. Hydrogen gas is used in inflating the big sausage-shaped bag. This gas is produced by a simplified process through the use of a hydrogen generator. The name "Goodyear," however, to the grain elevator operator means also Goodyear Belting, Hose, Packing and Valves and all elevators have a high standard of operation whose belts bear the stamp of the Goodyear make.

## FUEL ECONOMY

The price of gasoline since the war began has brought many new problems to the makers and users of internal combustion engines. For low horsepower requirements, say up to 50 horsepower, this type of engine is admittedly the most economical, and the Lauson Kerosene Engine, which has just been brought out, adds another economy in that it uses kerosene for fuel, and by means of its special carburetor vaporizes it on all loads as



LAUSON SPECIAL CARBURETOR INSTALLED ON ENGINE

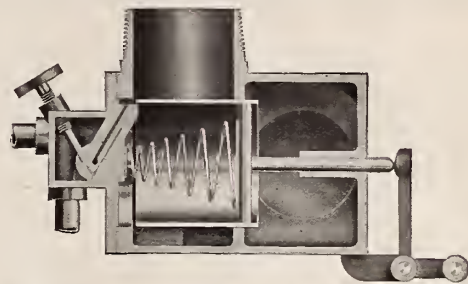
completely as if it were gasoline, and uses but one pint of kerosene for each horsepower hour.

The engine starts on gasoline and, after running a few minutes in order to heat the cylinder walls, the cheaper fuel is turned on by means of a fuel-changing lever without the necessity of further adjusting the fuel needle valve. The air is drawn into the carburetor from a preheater through which the hot exhaust gases pass, thus warming the air to prevent freezing on account of the water feed.

After exhaustive tests in the laboratory of the company it was conclusively proven that any heating of the charge after it leaves the carburetor or atomizer (as it may be more aptly called) not only decreases the maximum horsepower of the engine but also the efficiency. It was also proven that kerosene can be handled successfully in an engine without any heat being applied. This was done by maintaining a high velocity at the point where the

fuel is admitted into the incoming air and keeping the velocity high regardless of the load. With this system the engine will pull as well on kerosene as gasoline and will generate as much power per gallon of fuel.

The engine is made by the John Lauson Manufacturing Company, of New Holstein, Wis., who will



SECTIONAL VIEW OF LAUSON CARBURETOR

be glad to send illustrated description of the engine upon request, together with an already formidable list of users among elevator companies of this country and Canada.

## ARBITRATION DECISION

The Arbitration Committee of the Grain Dealers' National Association recently awarded a decision in favor of L. F. Miller & Sons, of Philadelphia, defendants in a case brought by E. L. Wellman, of Grand Rapids, in which he claimed damages amounting to \$4,140 plus interest, representing the loss on seven cars of wheat which were refused by the defendants on the ground that they were white and mixed wheat instead of No. 2 red, which the contract called for.

The plaintiffs argued before the Committee that white and mixed wheat are an off-grade of No. 2 red, and are so considered by the trade in general. They also argued that the fact that the defendants did accept some white and mixed wheat on the contract at a discount established a precedent, which should force the defendants to accept the seven cars in question.

The defense argued that white and mixed wheat are not an off-grade of No. 2 red, and in support of their contention they present a ruling of the Grain Committee of the Philadelphia Exchange, which is as follows:

"The Committee's opinion is that white and mixed wheat are not in the same class with No. 2 red and therefore cannot be considered as an off-grade from No. 2 red."

In awarding the decision the Arbitration Committee said:

"The evidence as presented shows that the defendants stood ready to carry out their part of the contracts and that the plaintiffs failed to ship wheat of the class provided for in the contracts, thus failing to fill their contract.

"This Committee holds that in contracts providing for the application of off-grades, it would be manifestly unfair to force a buyer to accept a grain that when mixed with the grain called for in the contract would change the class of grain contracted for.

"In refusing to accept No. 2 red wheat on spot unless shipped within contract time and billed according to contract, the defendants acted strictly within their rights and they were also strictly within their rights in refusing No. 2 red wheat out of Girard Point Elevator.

"It is the opinion of this Committee that the plaintiffs in this case have failed to prove that the defendants have in any way caused them to suffer any damage, and that any loss suffered by the plaintiffs is due to their own failure to fill the contracts in question as provided by the terms of such contracts. This Committee decides that the plaintiffs' claim shall not be allowed and that the plaintiffs pay the costs of arbitration."

THE steamer *Charles W. Hutchinson* sank in the upper St. Mary's River near Sault Ste. Marie, Mich., with a cargo of 456,000 bushels of wheat from Fort William for Buffalo.



## NEWS LETTERS

### INDIANAPOLIS

F. J. MILLER - - CORRESPONDENT

WITH the threshing of wheat well started throughout the state, grain men are keeping busy sizing up the situation and putting under way their plans for the season, all the time keeping one eye on the Mexican border and the lessening possibility of trouble there. The weather has been very favorable for threshing the last week. For the most part reports show that the grain is of good quality, but from many sources early predictions of a smaller yield are borne out. One report from Gibson County said that not more than a third of the normal crop was expected there. Shoals, in Martin County, reports a poor wheat crop, but a good growing corn crop.

From Anderson comes the report that Madison County farmers, who are just beginning their harvest, estimate that their yield will not exceed 12 bushels an acre, and that not more than half the crop will be better than 10 bushels to the acre. The wheat is of good quality, however, and many growers will hold it for seed. Anderson elevator men probably will ship a comparatively small amount to the Eastern markets. The harvest in that county is about 10 days late. Considerable wheat was cut before it was thoroughly ripe, however, because of the fear of rust, and there is some fear that the wheat cut to ripen in the shock will shrivel.

\* \* \*

The newly elected officers and members of the Governing Committee of the Indianapolis Board of Trade were installed at the regular monthly meeting July 3. The new officers are: President, James H. Taylor; vice-president, Alfred M. Glossbrenner; treasurer, Tom Oddy; members of the Governing Committee, L. C. Boyd, William H. Cooper, Linton A. Cox, Sidney M. Dyer, Edgar H. Evans, George H. Evans, John S. Lazarus, John E. McGettigan, William J. Mooney, Charles C. Perry and Frank A. Witt.

George H. Evans of the Evans Milling Company, the retiring president, in reviewing the principal work of the various committees of the Board for the last year, pointed out that the Board of Trade Building was rented 96.3 per cent of its capacity; that the total receipts of grain and hay at Indianapolis during the year ending June 1, 1916, were 30,158 cars, a gain of 8,633 cars as compared with the receipts during the preceding year; that during the year \$16,000 of the outstanding preferred stock was retired, leaving \$76,000 still outstanding of the original issue of \$200,000.

The report of the secretary of the Board, William H. Howard, showed total receipts during the year of \$118,728.63 and total expenditures of \$115,808.10. Included in the expenditures was the item of \$16,000 for retiring preferred stock. Dividends paid to members on outstanding common stock and appropriations out of the general fund to the mortuary fund amounted to \$10,574.35. The Grain Inspection Department showed an increase of \$1,276.91 in receipts for the year. The dining room also showed a substantial gain. The membership of the Board is now 592.

\* \* \*

An important trade event in which members of the Indianapolis Board of Trade were prominent was the recent visit to Indianapolis of 33 members of the Windsor Board of Trade of Windsor, Canada. They were here to discuss international trade op-

portunities with Indianapolis business men. The visitors were met by a joint committee from the Indianapolis Board of Trade and the Indianapolis Chamber of Commerce, composed of John Appel, Almus G. Ruddell, J. I. Holcomb, Charles J. Lynn, Fred I. Willis, Walter Jones, Charles C. Perry, A. H. Smith, John E. McGettigan, William H. Howard, Ralph Douglas, H. E. Kinney and Lewis L. Fellows. The Indianapolis Board of Trade entertained the Windsor men at dinner. George H. Evans presided. A smoker followed the dinner.

\* \* \*

Since the installation of a city purchasing agent, who buys supplies for all departments of the Indianapolis City Government, all bids for grain, hay and feed are received on Tuesday afternoons. All articles bought by the city have been classified on the schedule and bids for different articles on the classification are received only on the days designated. As soon as a requisition for hay, grain or feed for any of the city departments is received a bulletin is posted. Dealers keep watch of this and always know at least three days in advance what supplies they may bid on.

\* \* \*

Burglars, working during the noise of a storm, blew the safe at the office of the Star Elevator at Kewanee, Ind., but found it empty.

\* \* \*

The elevator of the National Elevator Company of Indianapolis at Woodyard, south of Danville, Ill., was struck by lightning during a severe electrical storm and burned. It contained 40,000 bushels of corn. Two carloads of corn standing on a siding also were burned. The damage was \$50,000, partly covered by insurance.

\* \* \*

Six new 14,000-bushel storage tanks for wheat have been added to the plant of the Akin-Erskine Milling Company at Evansville, Ind.

### BUFFALO

ELMER M. HILL - - CORRESPONDENT

INDICATIVE of the interest taken by representatives of the elevator and grain trade in the preparedness movement which is gaining in popularity throughout the country was the big delegation of men engaged in the grain and milling trades of Buffalo in the preparedness parade on June 24. More than 56,000 men and women marched through wind and rain in the greatest patriotic demonstration the city has ever seen and of this number more than 2,000 were affiliated with grain, elevator, milling and allied trades. Frank F. Henry, Buffalo manager for the Washburn-Crosby milling interests, was marshal of the grain and milling section of the parade, which included more than 1,800 marchers. A number of grain men also marched in the unaffiliated division.

\* \* \*

Contracts have been awarded by the Erie & Western Transit Corporation for the construction of a modern concrete elevator at Erie, Pa., to replace the one destroyed by fire last December. The new house will be built on Front Street between French and Holland Streets and will be one of the largest and most modern lake grain elevators on the lower lakes outside of Buffalo.

\* \* \*

The first heavy loss of grain on the lakes this season was a cargo of 456,000 bushels of wheat carried by the steamer *Charles W. Hutchinson*,

which sank off Cedar Reef in the upper St. Mary's River, July 2, after being in collision with the steamer *Lyman C. Smith*. The *Hutchinson* was down-bound from Fort William to Buffalo with an export cargo. Fortunately no one was drowned. The accident occurred in a heavy fog.

\* \* \*

Joshua A. Barry, also known as Joseph A. Barry, trading as the Barry Grain Company of Buffalo, filed a voluntary petition in bankruptcy in United States Court for the western district of New York, in which he schedules liabilities of \$6,589, with no assets.

\* \* \*

Grain shippers throughout the Great Lakes district and in the West will be greatly interested in the agreement reached July 7 between competing elevator interests in Buffalo and the City Council whereby the city will buy from George J. Meyer of the Meyer Malting Company 843 feet of island property off the foot of Main Street between the Buffalo River and the Blackwell Ship Canal for \$340,000 and then sell to the Buffalo Elevating Company and the American Linseed Company, headed respectively by Edward Michael and Frank S. Elder, and operating the Dakota and Eastern Elevators, 400 feet of the property together with Peck slip 200 feet wide, for which the city will receive \$260,000, and then the city will dredge the remaining property making a turning basin 2,000 feet long in the inner harbor. Under this agreement which has been approved by the City Council the Buffalo Harbor will be one of the finest ports along the entire chain of lakes. All old island property which for years has laid idle will have been removed and remaining property will be developed by the new owners.

It is the plan of the American Linseed Company and the Buffalo Elevating Company to construct large lake grain elevators upon the property after the slip has been filled in, thus developing the last part of vacant property at the harbor entrance. The cost of dredging the property will be \$70,000, so that within seven years the city will be repaid in taxes from the developed property what it will spend for the improvements. For years there has been a congestion of grain boats in the inner harbor during the rush seasons and large carriers have been forced to turn in the outer harbor because of inadequate facilities in the inner harbor. The new 2,000-foot turning basin will relieve this congestion and make the harbor a model port.

\* \* \*

Increased demand for grain tonnage during the early part of July forced the rate up another one-quarter of a cent and some charters were made during the second week of July at 4½ cents from Fort William to Buffalo. This is the highest rate paid for grain carriers in many years and shippers believe they will be forced to pay even a higher rate before the fall movement is well under way. Never before has grain tonnage been so scarce and there are all indications that the grain crop this fall will reach new high levels so that a serious situation faces shippers in the West. Six cents is the rate which vessel owners say will be asked for boats for immediate use as soon as the heavy movement is started, which will make the value of grain at seaboard points somewhat higher than in other years. Although new boats are being built at all construction ports for use in the grain carrying trade, other boats are being sent to seaboard points for use in the Atlantic coast trade, which makes the shortage of good carriers on the lakes. The steamer *H. H. Brown*, which for years has been engaged in the grain trade on the lakes, has been rebuilt at Buffalo and has gone to Montreal bound for Norfolk, Va. The *Lackawanna* and *Selwyn Eddy*, two other grain carriers, have followed the *Brown* and the Canadian ship *Inland* will also go into ocean service.

\* \* \*

The steamer *W. Grant Morden*, known as the greatest grain carrier of the Canadian fleet, arrived in Buffalo July 6 with 460,000 bushels of wheat,



the largest grain load of the season. The cargo was valued at \$552,000, figuring the wheat at \$1.20 per bushel. The *Morden's* owners collected \$18,400 freight on the cargo. The ship unloaded at the Mutual Elevator and all three legs emptied the hold in short order.

\* \* \*

Plans have been filed by the Connecting Terminal Elevator Company, operating the Anchor Line house, for the construction of a second marine tower at the Connecting Terminal Elevator to cost \$38,100. The Monarch Engineering Company has the contract.

## MILWAUKEE

C. O. SKINROD - CORRESPONDENT

THE Milwaukee Chamber of Commerce has shown more interest in the Milwaukee preparedness parade than almost any other large organization in the city. This energetic interest has also been manifested by the officers as well as by the rank and file of members, due perhaps to the hard work of President Krause more than any other one individual.

Mr. Krause believes that more than 1,000 members and others connected with the grain trade or with the Chamber will participate in the parade. One of the best bands obtainable will furnish music for this section of the patriotic display July 15.

"It has been said that Milwaukee is not particularly strong for preparedness, or for a parade of this kind," said President Krause, "but I know what the feeling is among the members of our organization and if we may judge by that, we shall be able to furnish an object lesson to the city and nation in the devotion to our country. We will do everything necessary to make the parade a big success. It must not only be made a success, but it must be made the biggest thing of its kind that ever took place in this city. The country must be taught that all classes of citizens are as loyal in Milwaukee as in other parts of the United States."

\* \* \*

"There is a strong tone manifest in the barley market at Milwaukee," said W. A. Hottensen of W. M. Bell & Co., one of the barley experts at the local Chamber. "The market has been gradually strengthening for the last 30 days to the extent of 2 or 3 cents a bushel and the prospects are that the prices will hold until the new grain begins to come on the market. In fact it would not be overstating the case that there has been an unusual demand for barley in the last few weeks. The buying for malting purposes has been liberal with a strong demand for beer. The purchasing for export purposes has also been extensive, so that a most favorable market for the grain has been established. I hear that the new crop of barley is going to be very good. There have been no reports of damage. Probably the harvest will not come up to the heavy yield of a year ago, but it should turn out well above the average yield for the last five or 10 years."

\* \* \*

"Shippers all over the Northwest should be told again and again that Milwaukee is the best rye market in the country," said one of the large rye handlers at the Milwaukee market. "The only town that can begin to compete with Milwaukee in the rye business is Minneapolis and that city is on the wrong side of the rye belt. The greatest rye states are Michigan and Wisconsin and particularly is Wisconsin noted for the very fine quality of the rye that it produces. Most of this rye comes to Milwaukee as a matter of course and because of the active market here. Wisconsin raises one-seventh or one-sixth of all the rye raised in the United States, or some 6,000,000 bushels out of a total national crop of a little more than 40,000,000

bushels. The natural current for moving of grain is toward the East, so that the rye from Minnesota and from Wisconsin comes to the great Milwaukee market. From what I have heard, there will be an excellent crop of rye in Wisconsin this year. It may not run as high as the very heavy yield for last year, but it will rank well up to the average or a little better."

\* \* \*

Milwaukee bank clearings have been running early in July from 11 to 40 per cent higher than last year. This indicates the great business activity of the Northwest. Merchants and manufacturers have been busier here for the last few months than ever before in the history of the city.

\* \* \*

One of the most important business changes among the members of the Milwaukee Chamber of years is the dissolution of the Fagg & Taylor Company about August 1. The plan is for Clark Fagg, the senior member, to retire and withdraw from active business. A. K. Taylor will continue



LYMAN B. BOURNIQUE

the business as before and has obtained the assistance of Lyman B. Bournique, who is now vice-president of the Wisconsin National Bank, one of the largest banks in the city. The new business will be incorporated under the name of Taylor & Bournique Company with a capital of \$500,000. The officers of the new firm will be: President, A. K. Taylor; vice-president and treasurer, Lyman G. Bournique; secretary, Albert R. Taylor.

\* \* \*

The magnitude of the grain business in Milwaukee is indicated by the fact that all the grain firms operating here incur freight charges of some \$5,000,000 annually by the handling of grain alone.

\* \* \*

The July rate of interest has been determined by the finance committee of the Milwaukee Chamber of Commerce at 6 per cent, which indicates a gradual hardening tendency in the money rates.

\* \* \*

John C. Hensey and Oliver C. Owen have organized to run a grain business at 502 Chamber of Commerce. Mr. Hensey has been a grain solicitor for the E. P. Bacon Company and Mr. Owen has been engaged in the commission business here.

\* \* \*

W. M. Bell & Co. has been reorganized with a capital stock of \$100,000. W. M. Bell has been named the president of the corporation, and the moving spirits in the control of the company are still W. M. Bell, W. A. Hottensen and their assistants. The incorporators are W. M. Bell, W. A.

Hottensen and R. G. Bell. The company will continue in the work of receiving and shipping of grain, having one of the largest grain businesses being conducted in the Milwaukee Chamber.

\* \* \*

The mid-summer meeting of the members of the Wisconsin State Millers' Association will be held at Manitowoc Friday and Saturday, July 28 and 29.

\* \* \*

The Updike Grain Company, Omaha, has made a 10-year lease on the new Northwestern Railroad Elevator in Milwaukee, according to the information coming from the office of President Aishton of the Northwestern road. The price of the lease was not made public. The Updike company expects to handle some 40,000,000 bushels of grain in this elevator for the season of 1916 and 1917, although the present elevator capacity is about 1,500,000 bushels. Plans are being made to increase the capacity of the elevator next year to not less than 2,500,000 bushels. This will make the total cost of the elevator exceed \$1,000,000.

The new elevator is expected to be completed within two weeks and grain may be handled there as early as August 1. Sidetrack accommodations permit of the handling of 100 carloads of grain per day and the turning basin of the Kinnickinnic slip on which the elevator is located is large enough to accommodate the largest vessels.

N. P. Updike of Omaha made a personal visit to Milwaukee early in July and completed all the details for the deal. The Updikes are tremendously pleased at closing the deal for the use of this elevator as there were 51 applicants for its rental.

\* \* \*

Fred D. Underwood, president of the Erie Railroad, whose summer home is in one of the suburbs of Milwaukee, is one of the most loyal and enthusiastic members of the Milwaukee Chamber of Commerce and always visits there when he comes to the city. Recently he gave the Chamber a miniature sailing vessel of the old type, all rigged out with sails and gold and brass fittings, which has been mounted in a very large glass case where it can be seen by the members of the Chamber of Commerce every day. This gift alone cost several thousand dollars, it is said, as it is an exact reproduction, down to the smallest detail, of the old model sailing ships.

Mr. Underwood deplored any possibility of a strike of the railroad employees of the country, which has been threatened. "The wage bill of employees of railroads is at least \$1,000,000,000 per year," said Mr. Underwood. "If any large amount of this wage is cut off, it will be a blow to the business interests of the country. There should be a law making it impossible for a railroad to suspend operations. Only agriculture ranks ahead of the railroads as one of the great industries of the country. Prosperous railroads mean a prosperous country. But to enjoy this prosperity uninterrupted, there should be a powerful rail tribunal empowered to settle wage disputes. The employers should be regulated as well as the employees and the employees must be taught that they are engaged in a semi-public business."

\* \* \*

The Wisconsin crop outlook is very favorable according to the latest Government report, although yields are not likely to come up to the huge record of a year ago in any line, except possibly in corn. Corn is very backward but the prospects are considered better than last year when a small crop of soft corn was husked. Small grain prospects are excellent in all parts of the state.

The estimates are for 51,000,000 bushels of corn on July 1 compared to 40,000,000 bushels a year ago. Making allowance for the poor quality of corn last year, the crop should be far better in 1916.

The outlook for winter wheat in this state is for a yield of nearly 1,500,000 bushels compared to 2,300,000 bushels a year ago. This indicates a rather decisive decline. Spring wheat estimates are in excess of 2,000,000 bushels, compared with 2,300,000 bushels a year ago. Spring wheat is



doing relatively better in the state than winter wheat.

The oats yield is expected to be large with a promise of 78,000,000 bushels, compared with 99,000,000 bushels a year ago, which was a most extraordinary harvest.

The prospects are for a barley harvest of 20,000,000 bushels, compared with 23,000,000 bushels a year ago. The loss is therefore not large enough to be of great importance.

The rye crop is estimated at 6,000,000 bushels for 1916, compared with 7,700,000 bushels a year ago. Nevertheless, the yield this year will be well up to, or above the average. The condition of hay is also better in this state than a year ago.

A comparison of farm prices on July 1 with a year ago makes a good showing for the most part. Wheat is \$1 a bushel, compared with \$1.15 a bushel last year. Corn is 77 cents a bushel, compared with 75 cents a year ago. Oats are quoted at 40 cents a bushel on the average, compared to 49 cents a bushel a year ago. Hay is rated at \$12.90 a ton, compared with \$11.20 a ton last year. The scarcity of spring feed is indicated by the high prices for hay.

\* \* \*

Milwaukee shippers held a meeting early in June to take up the new switching rates. The question of appealing from the decision of the Wisconsin Railroad Commission on this point was left to a committee of which G. A. Granger is the chairman.

"The committee decided that the best thing was to leave the new rates in effect for a few weeks and try them out," said Frank Barry, traffic secretary of the Merchants and Manufacturers' Association. "The new rates are now in effect and it will be possible to determine soon just how the individual shippers have suffered. It will be time enough then to take some action, based on the actual facts developed from the experience of various shippers."

\* \* \*

Milwaukee shipping interests have been much aroused by the attempt of Chicago to divert the lake waters to the Drainage Canal, which it is feared will endanger lake levels and permanently injure the Milwaukee Harbor which is most important to local grain interests.

William George Bruce, secretary of the Merchants and Manufacturers' Association, has written a letter declaring that Chicago interests are merely interested in stealing enough water to develop big water power facilities. He declares that the Great Lakes waterway was placed here for all the people and not for the exploitation of just a few. Mr. Bruce also says that all the efforts of Illinois to create a waterway across the state have been futile, the amount of traffic now being practically negligible. Senator La Follette's efforts to save the lake levels have been much appreciated by the large shipping interests of Milwaukee.

\* \* \*

A review of the Milwaukee grain market shows an excellent demand in the barley trade with choice to fancy malting as high as 79 to 81 cents a bushel. For the first week of July, receipts have been about 150 cars, compared to some 75 cars a week a year ago. Trade is still running much heavier than last year, though this is the dull season of the year for grain handling. Market has improved a cent or two for the week, indicating the strong trend of prices.

There is a very strong demand for corn and higher prices here, with the cash corn following the rise in futures closely. Both manufacturers and shippers are competing sharply for corn. The yellow corn is wanted especially at this market. Prices have been ranging around 77 to 80 cents per bushel. Offerings for the first week in July were about 100 cars, compared with 125 cars a year ago. Trade has been deficient compared to 1915 for the most part.

The oats market is also active and advancing, there being a fine demand for all the good heavy oats offered here. Receipts have been running quite a good deal larger than last year with some

230 cars, compared to about 100 cars a year ago. Sales have ranged around 39 to 41 cents a bushel.

Wheat went up about 3 cents per bushel for the first week in July with trade for the week of some 75 cars, which was 50 cars more than a year ago. No. 1 Northern wheat has been selling around \$1.14 to \$1.16 per bushel.

Rye offerings have been small, but they have been much larger than a year ago. The temporary feeling of easiness in the trade will be promptly overcome according to the well posted local traders. Prices have ranged very largely from 94 to 97 cents per bushel for the better grades.



OWING to the improvement in prices during the past couple of days trade has been a little more active, but there are much livelier places than the Produce Exchange right now. The crop reports are excellent and it is believed that so far as the territory contiguous to Toledo is concerned there will be a fine showing for all grains when the harvest is completed. The hay crop was a good one and wheat is looking fine. The Government reports figure the wheat crop in Ohio rather low. It is the opinion of grain men here, who should be in a position to know, that the wheat yield in this section will be from one-half to two-thirds of a crop, despite the fact that much of the early sown wheat was plowed up and the ground given over to corn. The quality of the new wheat is reported as good and some farmers at least claim that they expect their crop to yield from 25 to 30 bushels to the acre. The corn has been making wonderful headway during the excessively warm weather of the past 10 days and in some sections at least has grown a foot during the past week. Oats are fine with very little complaint. Wheat is being cut in this section and many farmers already have their crop well under way so that there will be no danger from unexpected rains.

It is the opinion here that a heavy grain movement will begin within a short time as Indiana, Illinois and other points are already looking for a market and many inquiries from these sections are being received.

\* \* \*

E. H. Culver, Toledo's famous "Big Chief," is making a trip to Kansas City, Wichita and St. Joe, Mo., looking over the first run of new wheat in the interest of the local 'Change.

\* \* \*

F. O. Paddock, chairman of the Transportation Committee of the Produce Exchange, expects to go to Washington the first of August, in company with H. G. Wilson, traffic manager of the Toledo Commerce Club, to take up the matter of Toledo rates with the Interstate Commerce Commission. The settlement which was effected by Mr. Paddock with the railroads and received the ratification of the Commission two years ago, has expired under the time rate set on that occasion by the Commission to try out the terms of the agreement and it is expected that the matter will again come up. It is thought probable that the railroads will ask for new rates and it is certain that Mr. Paddock and Mr. Wilson will ask for a permanent settlement of the rate question for Toledo. Mr. Paddock is firmly of the belief, in his own words, that "the Commission will not permit an unjust rate which will blot Toledo off the map as a grain center." It is hoped to secure from the Commission a permanent order establishing Toledo rates, and it is desired to secure something better than is at present enjoyed. It is desired by local grain men to secure a rate representing 78 per cent of the Chicago rate, regardless of what the Chicago rate may be, so that if the Chicago rate is changed the Toledo rate will still be 78 per cent of the Chicago rate, which is not now

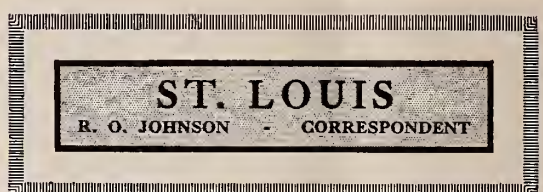
true. A readjustment of rates from Missouri River points is desired at the same time and this matter will also be taken up with the Commission. The Chicago rate K. C. N. Y., is 28.8. The Toledo rate K. C. N. Y., is the same 28.8 including the reshipping rates but with stop-over privileges only. It is greatly desired to secure for Toledo the same privileges as Chicago has and it is desired to secure this same rate with the privilege of stopping the grain at Toledo, this being necessitated by the fact that grain prices are higher in Toledo than in many other points and unless fair freight rates can be secured Toledo is practically cut off the market. By securing the desired new rate much grain now going direct to Chicago would come to the Toledo market, especially over the Wabash Railroad which is a distinctly Toledo road.

\* \* \*

Sandusky County farmers report that all their hay was made this season before the wheat was ripe, the reverse of conditions a year ago when the wheat was harvested first.

\* \* \*

Farmers in the St. Mary's district are making some complaint of wire worms in the corn. Corn in the lowlands is not affected but some fields are reported to have 20 per cent of the corn ruined by these worms.



THE approach of the new crop wheat movement shows materially changed conditions in the St. Louis market as compared with a year ago. At present, houses like Marshall Hall Grain Company, Goffe & Carkener Company, Martin Mullally Commission Company, and others have very little new wheat booked for shipment, whereas a year ago at this time bookings were unusually large. Reports to these as well as other important cash grain houses indicate that the new crop wheat will grade very high quality, and the belief prevails that the farmers not only will be very conservative in putting their grain on the market, but that good prices will be realized for shipments, owing to the large stocks of low-grade wheat held in primary markets.

\* \* \*

The first car of new wheat arrived in the St. Louis market on June 13, and was sold at auction on the Merchants' Exchange the same day. Complimentary bidding by Charles Hezel, Jr., of the Hezel Milling Company, and E. C. Andrews of the Kehlor Flour Mills Company, carried the price up to \$1.15, when the car was knocked down to Mr. Andrews. The price paid was a fancy one, as the wheat graded only No. 4 red, of 53 pounds, and actual prices on that grade of wheat were around 95 cents. The wheat was raised at Ferreday, La., and was shipped by Neely Bros., of Natchez, Tenn. The shipment arrived one day sooner than the first car in from the same place a year ago. P. P. Connor acted as auctioneer for the sale of the wheat.

\* \* \*

John E. Hall, commission man, was severely bitten by a "bear cub" recently sent him by a nephew in Nevada. Mr. Hall had the "bear" in the pit on the Merchants' Exchange, where it proceeded to roll over and over. The wheat market was breaking badly at the time, and speculatively many of the traders were rolling over because they were not "bears." Mr. Hall has decided to give the bear to the St. Louis Zoo, as he is leaving shortly for a summer trip to Alaska. It has been suggested by several grain traders that the bear be named "Bull."

\* \* \*

The question before the grain trade now is whether history in the future wheat market is to repeat in the future, as it has largely in the past year,



compared with the preceding year. A year ago July wheat in Chicago sold at \$1.00 on June 22, and by July 15 it had rallied to \$1.18. Later it declined to \$1.07½. Now July wheat has touched below the dollar market at about the same time in June as a year ago, and has started on a rally. How far will history repeat?—and then,—after the July option went out last year December wheat declined steadily throughout the summer until early in September it dropped to 89½ cents. Then came the wet harvest boom and in December the price rose above \$1.28. What now?

\* \* \*

The policing of St. Louis transit traffic now is being handled through a joint transit bureau at 300 Merchants' Exchange Building. There the receivers and shippers are to register all freight bills so they may subsequently reship under through, proportional or reshipping rates. They are asked to surrender at time of forwarding outbound shipments, representative recording billing for corresponding tonnage.

\* \* \*

T. E. Price believes wheat will sell below 85 cents in Chicago if peace is declared in Europe before the surplus of the next crop is worked off, provided the yield bears out the present prospect. Mr. Price says that with the old carry-over the supply of wheat in the United States this fall will be almost as large as the record crop last year of 1,000,000,000 bushels, and that should the Dardanelles be opened and Russia's surplus from two crops come in competition with American wheat,—especially as Argentine, Australia and Canada still have enormous stocks of old wheat to market, and the Allies would favor these countries in preference to the United States after the war, as in so doing they would economically help themselves,—that the demand for American wheat may be unusually light should peace come. Mr. Price declares that fictitious values have been forced for all grain commodities owing to speculation influenced by the war, and that in the readjustment following peace, values would swing as materially below their intrinsic worth as they have on the big upturns now for the past two years.

\* \* \*

Receipts of new wheat have been unusually small in the St. Louis market, although all arrivals have met with a ready sale at handsome premiums over old wheat. The small crop raised in St. Louis territory has not only had a tendency to make farmers hold their wheat, but has precipitated keen competition from country millers and elevators for the first offerings and lessened the shipments to this market. Indications are that soft red wheat in this section will be a scarce commodity the coming fall and winter, and cash grain dealers expect this grade to rule at a decided premium over hard wheat throughout the crop year.

Millers complain that even with the light movement of wheat, dealers show no indication of stocking up on flour at the current price level. One large miller declares that at present no booking of new crop flour had been made by his mill, whereas a year ago at this season over 100,000 barrels had been contracted for. This miller believes, however, that with stocks of old flour running low in dealers' and jobbers' hands that a good buying movement will develop as soon as the total size of the winter and spring wheat crop becomes such that future requirements and wheat supplies can be more definitely forecasted.

Taking the trade in general, the recent wide advance in futures made money for most of the pit traders and professionals. These operators bought wheat before the advance came, largely because during the last of June and the first two weeks of July a year ago, futures advanced 18 cents a bushel in the Chicago market, and nearly as much here, mostly on reports of crop damage in the spring wheat belt, and fear of rust scares. With the winter wheat crop short this year, these traders took no chances on spring wheat, and played the "calendar" as a year ago. The result is that the speculative trade is in good shape, so far as the professionals are concerned on the Merchants' Exchange.

## CINCINNATI

K. G. CRAIN - - CORRESPONDENT

WITH the coming of July and some really warm weather the ranks of local grain dealers and commission men have thinned away considerably, departures for cooler climes taking many of them out of Cincinnati for the month. A considerable group, however, took advantage of the fact that the annual convention of the Ohio Grain Dealers' Association was held at Cedar Point on July 6 and 7 to combine business with pleasure, attending the gathering at the popular resort and enjoying the cool lake breezes at the same time.

\* \* \*

At the June meeting of the Cincinnati Grain and Hay Exchange, attended by fully 100 members of the organization, a highly interesting address was read by C. G. Van Zandt, representing the Freight Committee of the railroads, his subject being "Methods of Handling Orders." Among other business of the evening was the adoption of amended constitution and by-laws, as presented by the Committee appointed for the purpose of revising them,

send lecturers over the state for the purpose of demonstrating the best methods of growing and handling grain, the dealers indicating marked approval of the results gained by the theoretical instruction of the farmers in such matters as testing, grading and otherwise getting the best results from their small-grain crops. A resolution was also adopted asking dealers in the southern part of Ohio to do away with the loaning of grain sacks.

\* \* \*

Business men of Portsmouth are perfecting their arrangements for the annual Portsmouth "Korn Carnival," which has become a feature of considerable note in the southern part of Ohio. It will be held this year in the last week in September, and, as usual, prizes will be given for the best corn crops as well as for other agricultural products.

## PHILADELPHIA

E. R. SIEWERS - - CORRESPONDENT

THE new 1,000,000-bushel addition to the 1,100,000-bushel elevator of the Pennsylvania Railroad Company, located at Girard Point along the Delaware River, near to its confluence with



STEAMER "CONDE" LOADING GRAIN AT GIRARD POINT ELEVATOR, PHILADELPHIA

subject to the approval of the Board of Directors of the Exchange. At this meeting the organization also voted to participate in the preparedness parade of June 24.

\* \* \*

The big preparedness parade, held on June 24, was a huge success in every respect, probably 24,000 persons taking part in it, while virtually the entire population of the city watched the marchers passing. The Grain and Hay Exchange of the Chamber of Commerce marched in a body, the members and their employes making up a section of probably 200 men and making as fine a showing, in point of percentage of total membership represented, as any organization in the city. The procession was handled with military precision, and the marchers passed in less than three hours.

\* \* \*

The warehouse and plant of the Herter Feed Company at 812 East First Street, Dayton, Ohio, were badly damaged by a fire of unknown origin recently, causing a loss of approximately \$5,000, largely covered by insurance, it is understood.

\* \* \*

The annual convention of the Northwestern Ohio Grain Dealers' Association was held at Lima, Ohio, on June 23, with an attendance rivaling that at the State Association, as more than 200 dealers and elevator operators were present and participating in the work of the session. The program was full of interest. One of the resolutions adopted was that asking the Ohio State Board of Agriculture to

the Schuylkill River, is now open for business. The modern elevator, which was completed and opened in 1914, now has an annex worthy of the main plant and it is claimed that the full grain capacity storage will represent 2,200,000 bushels. But even with this forward movement, the port is not entirely satisfied, and a strong effort is to be launched to persuade the Philadelphia and Reading Railroad Company, which is rich in funds, to erect a big modern grain elevator at their Port Richmond wharves. The company is said to be rather favorable to such an undertaking. The present wooden Port Richmond Elevator was erected nearly a third of a century ago, with a storage capacity of 1,500,000 bushels of grain, has been repaired and improved from time to time, and is becoming dangerous and very expensive along the fire risk lines.

\* \* \*

Ellis Steir, the popular flour manager of Charles Heber & Co., wholesale flour, grain, feed and hay dealers, has decided to embark in business for himself, and will become a member of the Commercial Exchange.

\* \* \*

The Bourse, Commercial Exchange and other trade organizations will hold positions open for all those that join the military commands that have gone to the Mexican border.

\* \* \*

Harry K. Cummings, who died recently in California, and buried here, was president of the old



Corn Exchange Association in 1883, vice-president in 1880, which antedated the present Commercial Exchange. Prominent representatives of the grain trade here attended the obsequies. He served as manager from 1881 to 1885, inclusive.

\* \* \*

The new freight yard of the Philadelphia & Reading Railway which has been opened on South Delaware Avenue, between Christian and Fitzwater Streets, known as the "Almond Street Yard," is already doing quite a lively grain, feed, flour and hay business.



THE Kansas City grain market has done a record business for the year 1915-1916 ending June 30. The receipts during the last 12 months have been larger than in any previous year. This year there were received 70,440,300 bushels of wheat, only 7,303,500 bushels less than in 1915 when the Kansas wheat crop was 86,000,000 more than in 1914. One reason why Kansas City has shown such a remarkable growth lies in the fact that much of the Kansas and Western wheat is being marketed here instead of being sent direct to the Gulf.

Corn shows an increase of 50 per cent over last year due to the surplus crop which was marketed here. The total receipts, in bushels, were 24,910,000, nearly 9,000,000 more than in 1915. The greater part of this corn goes north into Iowa, as the hard, firm product of Missouri and Kansas is preferred to what they raise. Prices ruled 5 cents to 7 cents lower than last year with the top quotation of 80 cents for No. 2 mixed made last July, before the new corn became available, and the low point, 57½ cents, in November.

6,700,100 bushels of Kaffir, milo and feterita from Kansas and Oklahoma established another new record. These grains have become prominent in the last few years. On account of the big demand from Northern and Eastern poultry feed manufacturers and the need of alcohol in making war supplies, elevator men and shippers have found it profitable to carry large stocks of Kaffir.

The wet weather in western Kansas last fall damaged the oats so much that Kansas City's receipts were the smallest in 10 years. Barley was heavy, and there was a gain in rye.

The seed trade is becoming very important. Prices in nearly all cases were remunerative. The marketing of cane, millet, alfalfa, and other seeds made up the larger part of the year's business.

\* \* \*

A company to manufacture grain graders has bought out the machinery of the Wichita Planing Mill Company and will begin operations in that city as soon as the factory is remodeled. The company was originally in Spokane, Wash., and moved to Wichita to be nearer the center of distribution.

\* \* \*

If the weather continues good in Kansas the wheat crop may run from 85,000,000 to 90,000,000 bushels, according to E. J. Smiley, secretary of the Kansas Grain Dealers' Association. Mr. Smiley made a late trip through the west and south, including visits to Salina, Hutchinson, Dodge City, Bucklin, and Pratt. "In the south," said Mr. Smiley, "I estimate the crop to be from seven to 10 bushels. At Salina and McPherson it may reach 12, and from reports farther north about eight bushels is indicated."

\* \* \*

The distinction between dealing in options in the grain business on futures and gambling was the subject of a warning issued to the Hutchinson Board of Trade by E. J. Smiley, secretary of the Kansas Grain Dealers' Association. When he an-

nounced that such a system of business was gambling as much as poker or throwing dice, a number of members of the Board took heated exceptions to his statements.

"No," they said, "it is no more gambling than farming or buying real estate or horses. Any man who plants a crop is gambling in that sense as he is merely betting against the weather."

"Nevertheless," said Mr. Smiley, "I do not hesitate to censure any grain firm engaging in taking options, and I believe it is possible for the exchanges to curb the purely gambling concerns, and if they do not we will find the Federal Government stopping all trading in futures."

\* \* \*

A car of No. 1 wheat, 61 pounds, received at the Hutchinson market June 16, brought \$1.50 a bushel. State Grain Inspector Ralph Russell said that it was the first Kansas grown No. 1 wheat he had seen this year and that it probably was some that had been held over from last year.

\* \* \*

At the midsummer meeting of the Wichita Board of Trade, President Powell introduced Henry Lassen, president of the Terminal Elevator Company, saying that the assembly was to hear about something that they and the grain men of Wichita had talked about, dreamed about, hoped for and lied about a good many years. Mr. Lassen then explained that an elevator with a capacity of 1,250,000 bushels was to be built in the northern part of the city. It can be increased to 3,000,000 bushels' capacity when necessary. This elevator will be able to load and unload 100 cars a day. It will be electrically operated with all the necessary cleaners and dryers, and will be one of the most modern in the country. The elevator was made possible by several millers who got together \$100,000, which they offered to invest if the people of Wichita would subscribe \$150,000. This amount was made up with comparative ease. This big public elevator is designed to benefit the country elevator man.

\* \* \*

Shippers of milo and Kaffir from southwestern Kansas are complaining that the inspection of these grains in Kansas City is unfair, that Kaffir that tests No. 3 grade at Hutchinson is lowered to No. 4 at Kansas City, when tests at Chicago, Peoria, and other points make it No. 3. Carl Hipple, a big Kaffir shipper, said that the grades were lowered in the interests of Kansas City buyers, and that the double inspection practiced here is not equitable. A committee will take up the grievances with George Ross, state grain inspector.

\* \* \*

The United States Government has bought 150 carloads of No. 1 prairie hay on the Kansas City market. It will be sent to Seattle and San Francisco within the next 60 days for shipment to the Philippine Islands. The price is not known. No other large shipments of hay are being made, according to G. Peters, secretary of the Kansas City Hay Dealers' Association. There are no shipments to the Mexican border.

\* \* \*

E. P. Beall of Wichita has sold his Board of Trade membership to S. C. Groth, vice-president of the Root Grain Company of Kansas City. Mr. Groth expects to open a branch office of the Root Grain Company in Wichita. Memberships in the Board are hard to secure now, and few of the grain men are willing to sell except for exceptional prices.

\* \* \*

Grain dealers of Missouri and Kansas who met at St. Joseph June 23 were unanimous in condemning the present system of individual inspection of grain by states.

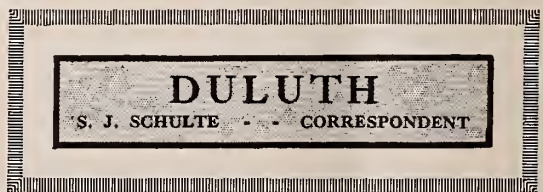
J. T. Bradshaw, Missouri warehouse commissioner, in speaking of the work of the Illinois Grain Inspection Bureau, said, "In this case the inspection is little more than criminal negligence because the bureau has given American grain a bad name in Europe. The Illinois Board has sold for export wheat of a low quality which had been

given a high classification. This caused the European countries to pay higher prices elsewhere."

One hundred and fifty grain men from Missouri, Kansas, Nebraska, and Iowa attended the meeting. The main business was the indorsing of the Rubey Bill, now before Congress, which provides for uniform inspection of all grain by the Federal Government. Mr. Bradshaw later said that certainly such inspection was needed and that the present system was faulty. "It may be, however," he added, "that the Rubey Bill will not work out as well as expected. Provisions are made in this Bill for appeals which would have to be settled by analysis. An analysis in most cases would be a matter of several hours' work, especially if there were any difficulty in locating the car, which is common. The inspection of grain would be somewhat handicapped if the system proved cumbersome. Nevertheless, a standardized, Federal system is what is wanted."

\* \* \*

More than 250 genuine country dealers attended the midsummer meeting of the Wichita Board of Trade Thursday and Friday, June 15 and 16. L. H. Powell opened the meeting and Mayor O. H. Bentley welcomed the visitors in behalf of what he termed a sixty-five million dollar corporation—Wichita. "A chief ambition of mine," said Mr. Powell, "is to get all our millers and grain dealers to work as one to get some of the out-of-lines hauls absorbed on grain shipments through Wichita, and also to persuade some railroad man to obtain interchange of tonnage between the various roads." Others who spoke were G. D. Estes, president of the Kansas Farmers' Grain Dealers' Association of Stafford; T. L. Daniels, secretary of the Farmers' Association; Wallace McGowan of the Nickel Plate Lines, Kansas City; D. S. Warwick, president of the Millers' Grain Company, Wichita, on "Market Manipulation"; and Henry Lassen, president of the Kansas Milling Company. T. H. Beacom, president of the C. R. I. & G. Railway Company and manager of the third district of the C. R. I. & P. Railway Company, El Reno, Okla., in "The Car Situation and the Movement of the 1916 Grain Crops," urged operation on the part of shippers and carriers. John A. Wilson of the Southwestern Laboratories, Kansas City, read a comprehensive paper on the chemistry of wheat, showing that the primary grain dealer and farmer should know chemistry. "The Value of the Bill of Lading from a Banker's Standpoint" by J. H. Stewart, vice-president of the National Bank of Commerce, Wichita, asked for some system that would make a bill of lading as standard as any other commercial paper.



RAIN receipts have been surprisingly heavy on the Duluth market during the last two weeks, bearing out opinions of dealers that supplies in growers' hands over the Northwest are much heavier than had been estimated. In view of the heavy carry-over of grain the country and the present promise for the new season's spring wheat crop being good, opinion of growers are not as bullish as they had been of late and they have been showing some anxiety to rush stuff to the markets. The manager of an elevator concern with a string of elevators over North Dakota said that some of the houses are taking in a considerable volume of grain from farmers. His information leads him to predict that his company's terminal plant here will be fairly busy during the next three or four weeks.

Stocks of grains being carried in elevators at the Head of the Lakes are still large, aggregating approximately 12,000,000 bushels, of which 9,000,000 bushels are wheat. Shipments to the East have



been comparatively light for some time but improvement in that respect is expected shortly in view of recent commitments.

\* \* \*

Duluth grain men are receiving very favorable reports regarding the crop outlook over the Northwest. With the abundant moisture during June, the wheat plant is said to look remarkably well and its rapid development is going far to make up for the lateness of the seeding season. Even grain sown on the stubble promises well at this stage.

Said W. C. Mitchell of Randall, Gee & Mitchell—"I am feeling quite optimistic regarding the crop prospects. If weather conditions during this month are only about the average, I think the wheat plant will have largely caught up the two and three weeks' delayed seeding. Our correspondents tell us that yields on the acreage sown should be fully up to the average. We are mapping out our plans for a busy fall and I do not think that we shall be disappointed."

\* \* \*

R. M. White of the White Grain Company was in attendance at the annual convention of the National Hay Association, held at Cedar Point, Ohio, July 11-13. He drove from Duluth down there in his car and he reported an enjoyable trip. He averaged up a good mileage each day and got through without mishap.

\* \* \*

Good sales of grain have been effected by the Consolidated Elevator Company recently, and according to an official only 1,000,000 bushels of all kinds of grain remain unsold in its houses. This includes 500,000 bushels of Durum and 125,000 bushels of flaxseed.

\* \* \*

The vessel rate on wheat from the Head of the Lakes to Buffalo has firmed up sharply during the last few days as a result of continued urgent demand from Fort William for tonnage and competitive bidding on the part of iron ore producers. A month ago the rate on grain stood at around three cents. Then it bulged up to five cents with some bidding up on the part of shippers for tonnages to fill contracts. It receded later, but now it shows signs of advancing again.

\* \* \*

The extent of the grain handling trade at this point during the past year is shown in the figures of the Duluth Board of Trade for the present crop year from August 1 last to date. Receipts of all grains aggregated 124,099,944 bushels, as compared with 90,841,618 bushels up to the same period in 1915. The largest relative gain was shown in wheat in which the receipts were 95,800,175 bushels, against 59,448,352 bushels a year ago. In addition 16,544,047 bushels of Canadian bonded grain were received, compared with 2,128,886 last year up to the same time.

\* \* \*

After a decline that has extended from \$2.47 down to \$1.75, operators in the flaxseed market at this point are beginning to see a little ray of light. Following the appearance of the last Government crop report, in which the acreage sown was smaller than had been estimated by private interests, the quotation in the seed was advanced over 8 cents per bushel in two days on a wave of buying. Crushers have entered the market at this point on a heavier scale of late to pick up supplies, as it is admitted that stocks being carried fall short of meeting requirements brought about by the improved market in linseed oil.

\* \* \*

F. E. Lindahl, manager of the Cargill Grain Company, and W. D. Jones, Duluth representative of the Hallet & Carey Company, are away upon vacation trips.

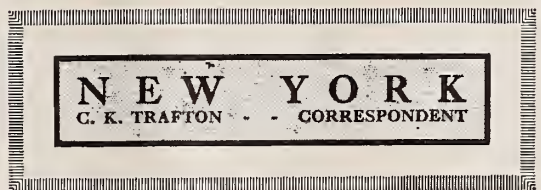
\* \* \*

Operators on the local Board of Trade are now getting out over the West upon their usual inspection trips prior to the harvest. A. Wray Withrow, manager of the H. Poehlers Company's Duluth branch, has returned from a 10 days' trip, during which he covered the territory as far as northeastern Montana. He said that the crops are looking

well over practically all the ground he took in and his prediction is that yields will be large. He concurs in the view that the wheat plant is shooting ahead under the favorable conditions that have existed during the last 10 days.

\* \* \*

Charles H. Thornton, a former operator on the Duluth Board of Trade but now of Winnipeg, was a recent visitor on the Board here. He predicted that another bumper harvest will be realized this fall in the Canadian West. The acreage seeded in the three provinces greatly exceeded the general estimates, he averred. He considers that the flax harvest is likely to fall short up there, owing to the smaller acreage of new ground broken up in the three Western provinces this spring as a result of the lessened flow of immigration in consequence of the war.



SEVERAL months ago Wm. J. Brainard of the Brainard Commission Company, Louis G. Leverich, president of the Shaw & Truesdell Company, and Robert G. Brandt, all active and well known handlers of cash grain on the New York Produce Exchange, together with certain friends on the Chicago Board of Trade and in various other Western markets, came to the conclusion that the spirit of good-fellowship and co-operation would be fostered to an appreciable degree if some sort of an organization could be formed whereby dealers in the different markets could be brought together at certain times to discuss various questions appertaining to their mutual business interests, as well as to participate in any social functions, entertainments, and the like, which might be provided for their diversion. In a tentative sort of way such a club was organized and given the name Rhyton Club, but it was not until late in June that this body assumed anything like positive and permanent form. For the purpose of effecting such a permanent organization it was decided to invite all those interested to a meeting and dinner to be held in Chicago on June 23. As representatives of the New York market a delegation of about 15, comprising grain dealers and their friends, left New York in a private car on the Twentieth Century Limited to attend the inaugural meeting. The delegation from New York was made up as follows: Wm. J. Brainard, Louis G. Leverich, Robert G. Brandt, Edward T. Cushing, Edward A. Barnes of Carscallen & Cassidy, Charles C. Rubins of A. O. Slaughter & Co., Harry B. Watson, W. E. Pritchard of Pritchard & Co., J. H. Bowne of Keusch & Schwartz Company, Thomas M. Blake, Joseph R. Johnson of F. S. Lewis & Co., Edward Dobbs of Muir & Co., and Wm. Vroom. President Joseph W. Griffin of the Chicago Board of Trade presided at the dinner, which was held in the handsome new club house of the South Shore Country Club. Both as a social function and as a means of arranging for the organization of the club this dinner was a complete success, according to the reports received from the New York members upon their return to the Produce Exchange. The whole affair was conducted in a thoroughly efficient manner; the club's fine big banquet hall was beautifully decorated, and the sumptuous menu left nothing to be desired. About 75 representatives of various markets were present and the work of organization was carried on in a most satisfactory manner. Mr. Griffin was elected president; Edward T. Cushing, vice-president; and F. S. Lewis of Chicago, secretary and treasurer. In addition, honorary memberships were conferred upon Wm. H. Kemp, president of the New York Produce Exchange and J. Ward Warner and Edward R. Carhart, ex-presidents of the Exchange. On the days following the dinner the Chicago members spared no pains to promote the comfort and enjoyment of their guests.

As one of the returning delegates put it: "They treated us royally." Automobile tours and various other forms of amusement were arranged for and on Saturday most of the New York party went down to Milwaukee, where another sumptuous repast was tendered to them at the famous "Gargoyle" by the Donahue-Stratton Company. Most of the New York party left Chicago on the following night, but others stayed over until Monday, and all were enthusiastic in speaking of the fine outing they had had; of the hospitality of their Chicago friends; and of the future of the newly organized Rhyton Club.

\* \* \*

That the sentiment among the members of the New York Produce Exchange is almost unanimously in favor of any program which will bring about an appreciable enlargement in the American merchant marine, was clearly demonstrated by the recent balloting to determine what action should be taken with regard to the findings of the Special Committee on the American Merchant Marine appointed by the Board of Managers of the Exchange. The fact that 432 votes were cast in favor of ratifying the Committee's resolutions, with only eight votes opposed, made it apparent that the great majority of members had learned something from the bitter experience of the recent past in regard to the inadequacy of our mercantile marine. For the past two years, i. e., since the outbreak of the great European conflict, the imperative necessity of making this country independent of foreign nations as far as transportation facilities are concerned has been becoming increasingly evident. Although our foreign business has increased enormously along certain lines as a result of the war, it can not be denied that the increase in such business would have been even more pronounced if the supply of American tonnage had been adequate, which would have offset to a great extent the world-wide shortage in tonnage as a result of the internment of many vessels and the commandeering or destruction of others. The special committee was made up as follows: E. R. Carhart, chairman; Wm. H. Douglas, R. A. Claybrook, D. H. E. Jones, Welding Ring, John P. Truesdell, Jas. Ward Warner, John Aspegren. After many meetings and long and serious study and consideration, the Committee made the following recommendations:

1. A permanent Shipping Board, to be composed of five members, none of whom shall hold any other Government position, should be appointed by the President with the approval of the Senate. The Shipping Board should have authority to investigate the navigation laws of this and other countries and all conditions affecting American shipping, and should recommend to Congress such changes in the navigation laws as will place our ships on a competing basis with foreign ships.
2. A thorough revision of the navigation laws; the repeal of all laws imposing unnecessary restrictions on the construction and operation of American ships in the overseas trade, and the adoption of such laws as will permit the development of a merchant marine.
3. Government ownership and operation of vessels, direct or indirect, for commercial purposes, is not consistent with a sound shipping policy. The greatest possible freedom of action should be given private enterprise for the purchase and building of American ships and their operation under the American flag.
4. The regulation of ocean freight rates should be left to the natural laws of supply and demand. The power of the Shipping Board should be confined to the investigation and prohibition, with proper penalties, of unfair practices and unjust discriminations.

The Committee also recommended the building up of a naval reserve and the establishment of direct and regular communication under the American flag with important trade ports in foreign lands, and approved mail subventions if necessary for that purpose.

\* \* \*

L. W. Forbell, an active member of the New York Produce Exchange, and well known in grain circles as head of the firm of L. W. Forbell & Co., returned to his post on 'Change recently and was warmly welcomed by his friends and associates. Mr. Forbell had been spending some time traveling in the West, and stated that he had found that the weather had been too cold and wet for corn and oats, the latter being weedy. Both crops are in need of warm, dry weather. He found that winter wheat harvesting was rapidly progressing north-



# THE AMERICAN ELEVATOR AND GRAIN TRADE

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ward and expected that the yields in Ohio and Indiana would exceed earlier estimates, though much smaller than last year.

\* \* \*

James Carruthers, head of the big grain house of James Carruthers & Co., Ltd., of Montreal, Winnipeg, and New York, was among the recent visitors in the grain market on the Produce Exchange. Mr. Carruthers stated that while there was still apparently a large surplus of Canadian wheat to be marketed in the Northwest, he did not expect it to become at all burdensome. In fact, in his judgment, a large proportion of it had already been contracted for and would speedily move abroad. In his opinion, many million bushels had been contracted for over and above the quantity reported from day to day. Consequently he does not look for any important decline in prices.

\* \* \*

Alfred T. Martin, for many years an active and popular member of the grain trade on the Produce Exchange, but now a member of the big commission house of Bartlett, Frazier & Co. on the Chicago Board of Trade, spent a few days with his old friends in the local market recently. Mr. Martin came East principally to spend a short vacation with his mother, brother, and sister, who live on Long Island.

\* \* \*

The shockingly sudden and untimely death of Henry Stemper caused deep pain and sorrow in all grain markets throughout this country and in Canada. The blow was particularly severe to members of the trade on the New York Produce Exchange, as he had been spending several days on the floor during the early part of June and on the fifteenth of the month went with a party of friends for the automobile trip on Long Island which terminated so tragically. Mr. Stemper had been active and popular in domestic grain markets for many years, being for a time connected with the Rosenbaum Bros. Grain Company of Chicago. In more recent years he had held a responsible position with the Grain Growers Grain Company of Winnipeg, Man. In addition to Mr. Stemper and his nephew, who drove the car, there were five passengers, including Thornton Lewis, well known railroad man of Cincinnati, Ohio. While enroute to Long Beach and traveling at high speed the car was driven over a bad piece of road near Springfield, L. I., and came into head-on collision with a car containing four passengers and driven by Joseph Stroehlein, a piano manufacturer of Brooklyn. The force of the impact may be judged by the fact that the cars were thrown many feet and all the wheels torn off of one. Mr. Stemper was thrown under his car and his left arm torn off. He died at the Jamaica Hospital. All the occupants of both cars were also hurled out, but sustained no injuries beyond strains and contusions. It was stated that Mrs. Stemper had expected to be one of the party, but had remained home because of the death of her mother, which occurred on the same day. Mr. Stemper was born in Germany in 1864 and after serving for a time as paymaster in the navy became engaged in the grain business, where he soon made many firm friends because of his genial nature and his willingness to accommodate. He was married in 1894 and had no children.

\* \* \*

The death was announced on the New York Produce Exchange early in July of Jeremiah P. Robinson, aged 70 years. Mr. Robinson was prominent in warehousing and shipping circles previous to his recent retirement. He was proprietor of Robinson's Stores along the water-front in South Brooklyn, which warehouses were used extensively for many years by members of the grain, flour, provision, and other trades. Mr. Robinson frequently took an active part in public affairs, especially with a view to obtaining improvements in the Buttermilk Channel in New York Harbor and also in the Erie Canal, and subsequently the new Barge Canal.

THE Hungarian harvest is about three weeks ahead of that of Germany and arrangements have been made to advance part of the crop to Germany with the understanding that it will be returned.

## RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at leading terminal markets in the United States, for the month of June, 1916:

**BALTIMORE**—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce:

Receipts		Shipments	
Articles.	1916.	1915.	1916.
Wheat, bus.....	24,647,985	11,035,505	23,980,465
Corn, bus.....	14,489,274	16,390,338	13,750,740
Oats, bus.....	21,448,248	16,557,636	18,931,988
Barley, bus.....	4,134,469	1,506,216	4,889,898
Rye, bus.....	6,199,783	4,868,117	7,081,394
Hay, tons.....	25,795	27,872	5,576
Flour, bbls.....	1,424,613	673,062	1,138,955

**CHICAGO**—Reported by J. C. F. Merrill, secretary of the Board of Trade:

Receipts		Shipments	
Articles.	1916.	1915.	1916.
Wheat, bus.....	2,444,000	2,732,000	1,502,000
Corn, bus.....	3,883,000	4,873,000	5,305,000
Oats, bus.....	8,208,000	6,060,000	9,394,000
Barley, bus.....	1,521,000	1,373,000	471,000
Rye, bus.....	298,000	157,000	232,000
Timothy seed, lbs.	704,000	403,000	162,000
Clover seed, lbs.	.....	.....	39,000
Other gr. sd., lbs.	755,000	568,000	931,000
Flax seed bus.....	.....	187,000	10,000
Broom corn, lbs.	326,000	1,301,000	1,097,000
Hay, tons.....	23,675	17,604	4,497
Flour, bbls.....	604,000	677,000	588,000

**CINCINNATI**—Reported by W. C. Culkins, secretary of the Chamber of Commerce:

Receipts		Shipments	
Articles.	1916.	1915.	1916.
Wheat, bus.....	472,506	144,710	239,802
Corn, bus.....	607,847	514,697	252,796
Oats, bus.....	767,296	396,820	988,794
Barley, bus.....	67,649	1,500	35
Rye, bus.....	21,354	8,210	8,065
Timothy seed, lbs.	66	20	639
Clover seed, lbs.	.....	392	932
Other gr. sd., lbs.	7,149	7,533	875
Flax seed, bus.....	.....	.....	4
Broom corn, lbs.	1,195	41,370	15,369
Hay, tons.....	12,852	13,598	8,115
Flour, bbls.....	123,182	96,337	86,346

**CLEVELAND**—Reported by M. A. Havens, secretary of the Chamber of Commerce:

Receipts		Shipments	
Articles.	1916.	1915.	1916.
Wheat, bus.....	.....	*38,480	.....
Do.....	61,631	44,007	110,592
Corn, bus.....	217,325	179,751	168,598
Oats, bus.....	468,716	268,393	317,941
Barley, bus.....	.....	.....	3,739
Rye and other cereals, bus.....	19,648	15,208	1,304
Hay, tons.....	5,198	43,560	153
Flour, bbls.....	77,608	150,222	9,567

**DETROIT**—Reported by M. S. Donovan, secretary of the Board of Trade:

Receipts		Shipments	
Articles.	1916.	1915.	1916.
Wheat, bus.....	58,000	96,000	134,000
Corn, bus.....	294,000	150,000	246,000
Oats, bus.....	241,000	341,000	352,000
Barley, bus.....	.....	2,000	.....
Rye, bus.....	22,000	5,000	17,000
Flour, bbls.....	26,000	27,000	37,000

**DULUTH**—Reported by Chas. F. McDonald, secretary of the Board of Trade:

Receipts		Shipments	
Articles.	1916.	1915.	1916.
Wheat, bus.....	2,975,946	571,607	4,081,702
Oats, bus.....	252,467	114,939	397,476
Barley, bus.....	191,192	476,450	643,597
Rye, bus.....	158,060	22,284	123,115
Flax seed, bus.....	210,066	86,874	32,998

**INDIANAPOLIS**—Reported by Wm. H. Howard, secretary of the Board of Trade:

Receipts		Shipments	
Articles.	1916.	1915.	1916.
Wheat, bus.....	126,000	46,000	34,000
Corn, bus.....	1,501,000	1,034,000	616,000
Oats, bus.....	1,028,000	345,000	713,000
Rye, bus.....	3,000	4,000	5,000
Hay, cars.....	197	126	.....

**KANSAS CITY**—Reported by E. D. Bigelow, secretary of the Board of Trade:

Receipts		Shipments	
Articles.	1916.	1915.	1916.
Wheat, bus.....	2,749,950	3,036,150	2,486,700
Corn, bus.....	1,161,250	857,500	336,500
Oats, bus.....	209,100	268,600	195,000
Barley, bus.....	60,200	85,400	120,400
Rye, bus.....	4,400	13,200	44,000
Kaffir, lbs.	256,300	185,900	605,000
Flax seed, bus.....	.....	2,000	.....
Hay, tons.....	17,472	23,424	4,752
Flour, bbls.....	23,500	10,000	238,000

**MILWAUKEE**—Reported by H. A. Plumb, secretary of the Chamber of Commerce:

Receipts		Shipments	
Articles.	1916.	1915.	1916.
Wheat, bus.....	404,250	383,750	215,845
Corn, bus.....	442,200	1,275,950	399,800
Oats, bus.....	2,432,360	1,595,500	2,435,586
Barley, bus.....	1,055,640	859,100	1,227,480
Rye, bus.....	166,380	90,860	208,420
Timothy seed, lbs.	60,000	120,000	204,900
Clover seed, lbs.	9,350	3,050	128,440
Feed, tons.....	10,330	18,404	15,335
Flax seed, bus.....	102,500	19,360	.....
Malt, bus.....	183,600	245,200	1,240,324
Hay, tons.....	3,828	4,373	1,361
Flour, bbls.....	183,060	222,650	154,531

**NEW ORLEANS**—Reported by W. L. Richeson, chief grain inspector and weighmaster of the Board of Trade:

Receipts		Shipments	
Articles.	1916.	1915.	1916.
Wheat, bus.....	.....	.....	344,666
Corn, bus.....	.....	.....	551,877
Oats, bus.....	.....	.....	10,145
Barley, bus.....	.....	.....	114,942

**OMAHA**—Reported by F. P. Manchester, secretary of the Omaha Grain Exchange:

Receipts		Shipments	
Articles.	1916.	1915.	1916.
Wheat, bus.....	.....	604,800	.....
Corn, bus.....	.....	1,735,200	.....
Oats, bus.....	.....	516,800	.....
Barley, bus.....	.....	32,200	.....
Rye, bus.....	.....	22,000	.....

**NEW YORK CITY**—Reported by H. Heinzer, statistician of the Produce Exchange:

Receipts		Shipments	
Articles.	1916.	1915.	1916.
Wheat, bus.....	13,928,900	.....	14,103,712
Corn, bus.....	877,800	.....	673,742
Oats, bus.....	4,758,000	.....	2,295,921
Barley, bus.....	836,350	.....	1,608,173
Rye, bus.....	55,000	.....	72,390
Timothy, clover and other grass seeds, bags.....	1,758	.....	1,681
Flax seed, bus.....	66,000	.....	.....
Hay, bales.....	26,636	.....	.....
Flour, bbls.....	622,127	.....	445,355

**PEORIA**—Reported by John R. Lofgren, secretary of the Board of Trade:

Receipts		Shipments	
Articles.	1916.	1915.	1916.
Wheat, bus.....	181,800	131,800	139,400
Corn, bus.....	3,097,800	1,607,650	514,750
Oats, bus.....	762,400	680,000	854,600
Barley, bus.....	730,600	162,800	62,100
Rye, bus.....	39,900	15,600	55,440
Mill feed, tons.....	5,820	3,681	15,676
Seeds, lbs.....	150,000	90,000	.....
Broom corn, lbs.....	30,000	.....	15,000
Hay, tons.....	3,340	1,630	809
Flour, bbls.....	170,400	186,900	149,317

**PHILADELPHIA**—Reported by A. B. Clemmer, secretary of the Commercial Exchange:

Receipts		Shipments	
Articles.	1916.	1915.	1916.
Wheat, bus.....	4,046,765	1,627,073	3,844,414
Corn, bus.....	308,864	214,386	233,572
Oats, bus.....	808,556	2,004,965	460,047
Barley, bus.....	141,587	.....	233,511
Rye, bus.....	3,292	1,554	109,645
Timothy seed, bgs	683	.....	.....
Clover sd., bgs.....	426	.....	.....
Flax seed, bus.....	137,031	133,043	.....
Hay, tons.....	7,128	7,282	.....
Flour, bbls.....	201,085	170,600	218,982

**ST. LOUIS**—Reported by Eugene Smith, secretary of the Merchants' Exchange:

Receipts		Shipments	
Articles.	1916.	1915.	1916.
Wheat, bus.....	1,740,804	1,101,351	1,525,850
Corn, bus.....	1,782,650	1,707,400	839,940
Oats, bus.....	1,067,600	1,077,800	764,670
Barley, bus.....	14,400	20,800	4,960
Rye, bus.....	24,200	5,500	26,970
Hay, tons.....	16,595	13,585	7,850
Flour, bbls.....	367,080	327,270	456,140

**SAN FRANCISCO**—Reported by W. B. Downes, statistician of the Chamber of Commerce:

Receipts		Shipments	
Articles.	1916.	1915.	1916.
Wheat, ctls.....	190,380	.....	361
Corn, ctls.....	9,900	.....	2,390
Oats, ctls.....	26,364	.....	6,477
Barley, ctls.....	209,105	.....	96,709
Rye, ctls.....	1,200	.....	.....
Hay, tons.....	10,781	.....	1,404
Flour, bbls.....	96,831	.....	19,543

**TOLEDO**—Reported by Archibald Gassaway, secretary of the Produce Exchange:

Receipts		Shipments	
Articles.	1916.	1915.	1916.
Wheat, bus.....	315,500	262,000	285,800
Corn, bus.....	196,200	312,400	111,600
Oats, bus.....	167,200	155,200	125,200
Barley, bus.....	1,000	80,700	78,800
Rye, bus.....	4,500	8,000	5,000
Timothy sd., bgs.....	.....	60	3,200
Clover sd., bgs.....	2,400	152	50
Alsike seed, bags	.....	10	.....

## THE BULL'S SOLILOQUY

(With apologies to poor old Hamlet. By Winters, in the Chicago Post.)

To buy or not to buy; that is the question;  
Whether 'tis safer to sit still and suffer—  
To watch the bears pile up outrageous profits,  
Or to take all the wheat the devils offer  
And, by opposing, bust them. To sell on stops  
No more; and in this way to try to end  
The heartache and the thousand natural shocks  
That were now heir to. 'Tis a consummation  
Devoutly to be wished. To buy—to win—  
Or lose—perchance go broke. Aye, there's the rub,  
For when we buy the market always breaks  
And we are shuffled off at our exhaust.  
This gives us pause. There's the respect  
That makes calamity of "putting up,"  
For who could bear a 10-cent break in wheat,  
The resulting loss, the proud bear's contumely,  
The pangs of being wrong most every day;  
The insolence of shorts, the cash man's scorn,  
Which patient buyers of the seller take;  
When he himself might his own peace secure  
By turning bearish? For who would bear  
To grunt and sweat under the load of wheat  
But that we think the new crop's dead?—but, still,  
The much-examined country from whose bourne  
The crop experts return puzzles us all  
And make us rather fear those ills are bunk,  
Like "fly" and others that they tell us of.  
And margins do make cowards of us all  
And thus the golden hue of optimism  
Is sicklied o'er with the pale cast of doubt,  
And bullish operations of great moment  
Are by the bears upset and turned awry  
And lose the name of action.





# ELEVATOR AND GRAIN NEWS

**EASTERN**

A new elevator is to be constructed at New Bedford, Mass., by J. Cushing & Co.

M. D. Leonard & Co.'s business at Winsted, Conn., has been taken over by C. H. Leonard.

The Hamilton Company succeeds C. T. Hamilton, wholesale grain dealer, at New Castle, Pa.

The Stephens Engineering Company of Chicago has been awarded the contract by the Erie & Western Transportation Company for a new \$225,000 elevator at Erie, Pa.

Reconstruction is under way of the plant of the Saratoga Milling & Grain Company at Saratoga Springs, N. Y., which will add about 100 per cent to the storage capacity of sacked grain and about 60 per cent in bulk grain. Work will be finished by first of October, it is thought.

Plans have already been prepared for the rebuilding of the elevator of the Pennsylvania Railroad at Canton, Baltimore, Md., which burned a short time ago. The new structure will be of modern concrete construction, absolutely fireproof. The new plant will probably be located on shore rather than on a pier.

As the result of enlarging the grain elevator of the Western Maryland Railroad Company at Port Covington, Baltimore, Md., the channel approach will be enlarged. The channel is 175 feet wide and will be made 100 feet wider for a length of 2,000 feet. The present indications are that the plant will be ready to receive grain between July 25 and August 1.

**ILLINOIS**

The elevator of P. M. Essenspries at Edwardsville, Ill., is to be rebuilt.

An elevator is to be built at Illiopolis, Ill., by the Ford-Mansfield Company.

The Plainfield Grain Company of Plainfield, Ill., will build a new coal shed there soon.

Farmers' Elevator Company of Waverly, Ill., is planning to erect a modern elevator there.

A new storage building has been completed for the Coleta Grain & Exchange Company of Coleta, Ill.

A new office building is to be erected for the Farmers' Grain Company at Charlotte, Ill., this season.

A 4,000-bushel elevator is to be built in connection with the Spencer Flour & Feed Mill at McHenry, Ill.

A new 14,000-bushel elevator, costing about \$5,600, is to be erected at Colchester, Ill., by the Farmers' Elevator Company.

The Buckley-Pursley elevator and grain business at Canton, Ill., is now under the management of the firm Ten Eyck & Prall.

It is possible that the Neponset Farmers' Grain Elevator Company, Neponset, Ill., will build a new implement house there.

A new scale is being installed and repairs are being made on the elevator of the West Bros. Grain Company at Manteno, Ill.

The elevator located at Curtis, Ill., formerly the property of D. H. Curry has been disposed of by him to Beggs Hatch & Co. of Greenview.

The Farmers' Elevator located at Greenview, Ill., has been purchased by several parties who, in the near future, will organize a new concern.

Frank L. Evas is the principal incorporator of the Moweaqua Grain Company of Moweaqua, Ill. The company is capitalized with stock aggregating \$20,000.

A modern grain elevator is to be constructed at Yeomens, Franklin p. o., Ill., by Richard Whalen and William A. Ryan, who recently formed a partnership.

A new storage house has been completed for Clarence Walton, the grain and lumber dealer at Thomasboro, Ill. The addition is of brick construction, 30x60 feet.

A large storage grain elevator is to be constructed at Bloomington, Ill., for Darnell & Spence. The bins will be 16 feet square of cribbed construction with one small loading bin. They will be equipped with special ventilators for drying out the grain. The plant will have a capacity from 40,000 to 45,000

bushels and equipped with modern and up-to-date machinery.

A. H. Corzine, A. Conner, Alex Branyan and L. Cazalet have organized the Farmers' Grain Company of Assumption, Ill. The company's capital stock aggregates \$15,000.

Incorporation papers have been filed for the Cornland Grain Company of Mount Pulaski, Ill. The incorporators of the concern, which is capitalized at \$15,000, are: Miles A. Leach, G. A. Voile and E. A. Downing.

Rink & Scheib of Edinburg, Ill., now are the proprietors of the elevator at Sharpsburg, Ill., having bought it recently from O. S. Nash. The consideration as named was \$8,000. The plant was rebuilt 13 years ago and has a capacity of 45,000 bushels.

Negotiations were recently consummated transferring the elevator of James L. Bush, located at Hayes, Ill., to E. E. and E. T. Hammond of Roberts, Ill. Consideration was \$15,000. The plant is of modern construction and equipped with machinery to facilitate the handling of grain.

**THE DAKOTAS**

A new elevator is to be constructed at Silver Leaf, N. D.

A new elevator is to be built by Mr. Hysted, north-west of Carrington, N. D.

An Equity Co-operative Elevator Company has been formed at Marion, N. D.

The Farmers' Elevator Company has been organized at Carpio, N. D., recently.

I. M. Bunn recently bought the elevator of I. J. Hough located at Buffalo, N. D.

The Farmers' Elevator Company of Doyon, N. D., has filed a notice of dissolution.

Wm. Keene has announced that he will engage in the grain business at Philip, S. D.

Jos. Hannasch of Sisseton, S. D., has disposed of his elevator and grain business there.

Attempts are being made to have a farmers' elevator organization formed at Loma, N. D.

C. J. N. Nelson has bought up the Minnesota & Western Elevator located at Beach, N. D.

The Minot Farmers' Co-operative Company has started erecting a new elevator at Minot, N. D.

At Kirry (mail to Edinburg), N. D., the Farmers' Elevator Company has been recently organized.

Construction work has been started on the new farmers' elevator at Dana, mail Hazelton, N. D.

A modern 12,000-bushel elevator is under course of construction near Bath, S. D., by Dan Haley.

The farmers around Menoken, r. f. d. Burleigh, N. D., have decided to erect a new elevator there.

A new addition is to be erected to the plant of the Farmers' Elevator Company at Hatton, N. D.

F. F. Kitzmiller, manager of the farmers' elevator at Noonan, N. D., has bought an elevator at Larson, N. D.

Farmers in the neighborhood of Grace City, Foster County, N. D., will erect at that place a new grain elevator.

An organization of farmers has been perfected for the erection and operation of a grain elevator at Claremont, S. D.

Pierce, Tenneson & Cupler of Fargo, N. D., have placed the elevators at Walum and Dazey, N. D., on the market for sale.

The recently organized Farmers' Elevator Company will build at Fonda, N. D., a new 35,000-bushel grain elevator.

The Ree Valley Farmers' Co-operative Association at Orient, S. D., has arranged for the erection of a new grain elevator.

It is reported that the McCaull-Webster Elevator Company of Minneapolis, Minn., will build a grain elevator at Bradley, S. D.

A 35,000-bushel grain elevator is to be built at Powell, mail Grand Forks, N. D., for the Powell Elevator Company which was recently organized there.

J. A. Piercy is president; W. H. Boekelhiede, Jr., vice-president; Frank Martin, secretary; Roy Percival, treasurer of the recently organized farmers' elevator company of Northville, S. D. The new

company will in the near future erect a grain elevator.

The elevator of the A. A. Truax Grain Company located at Dimock, S. D., was put up for sale at public auction on June 17.

The Knox Grain Company of Glover, N. D., recently let the contract for the erection of a new 50,000-bushel elevator there.

Attempts are being made to interest the farmers in the vicinity of Winner, S. D., in the erection of a grain elevator at that place.

An elevator at Dvora, a siding on the Soo Railroad near Fordville, N. D., has been taken over by J. H. Dvorak and W. V. Houdek.

S. L. Potter, E. O. Potter, Martin Gehrki, Jr., et al. have incorporated the Java Grain Company of Java, S. D. Capital stock, \$10,000.

Arrangements have been completed by the Hingenheimer Mercantile Company of Timmer, N. D., for the construction of an elevator.

Amos Bacon is president and J. R. Gibbs vice-president of the recently organized Farmers' Equity Elevator Company of Huffton, S. D.

The Farmers' Elevator Company of Miller, S. D., has purchased one of the Van Dusen Elevators located there, and will operate same.

The charter of the Farmers' Grain & Grading Company of Milnor, N. D., is to be amended changing the capital stock from \$10,000 to \$20,000.

Articles of incorporation have been filed for the Plaza Equity Elevator Company at Plaza, N. D., The company has a capital stock of \$25,000.

A portion of the Beltrami Elevator at Grand Forks, N. D., will be rebuilt as the result of widening the highway on which the plant is located.

A co-operative farmers' organization has been formed at Towner, N. D. This new organization will, in the near future, build a grain elevator there.

The old Slagle Elevator has been taken over by J. J. Mullaney of Sioux City, Iowa. The elevator was owned by R. E. Mangan and is located at Beresford, S. D.

The Potter, Garrick & Potter Elevator at Fullerton, N. D., has been taken over by the equity farmers of that neighborhood. C. E. Persinger will be the manager.

The Canova Elevator Company has been formed at Canova, S. D., capitalized with \$15,000 stock. J. E. Johnson, J. H. Schwartz and M. J. Duxbury were the organizers.

Incorporation papers were recently taken out for the Farmers' Equity Elevator & Trading Company of McVie, N. D. The capital stock of the concern as named is \$20,000.

The new elevator of the Haynes Equity Exchange at Haynes, N. D., has been completed. The plant, which is of fireproof construction, has a capacity of about 40,000 bushels.

The Farmers' Land, Loan & Grain Company was recently formed at Watertown, S. D. F. J. Schultz, William Schultz of Watertown and E. H. Kluckman of Webster were the incorporators.

The Crown Elevator Company has negotiated with the Bailey & Sether Elevator Company whereby the ownership of the former's elevator at Barney, N. D., was transferred to the latter concern.

Disposition was recently made by the R. D. Johnson Elevator Company of its elevator located at Mohall, N. D., to A. N. Nolen who for the past year has been employed in the Farmers' Elevator Company.

Harry Little, Howard L. Roe, H. H. Clothier, Joe Kulla, Oscar Schielke, Charles Coodroad and Wm. Angle have organized at Windsor, N. D., the Windsor Farmers' Co-operative Elevator Company, with capital stock of \$10,000.

The elevator of Van Dusen & Co. at Houghton, S. D., and the Atlas Elevator Company's plant at Northville, S. D., are to be sold to the highest bidders. The plants will be wrecked and removed from their present sites.

The old Occident Elevator situated at Hebron, N. D., has been torn down. It is probable that the plant will be shipped to some other point to be rebuilt. The elevator was built in 1901 and owned by H. Hollst, who in 1903 sold it to the Mandan Mercantile Company. In 1908 the Occident Elevator



concern purchased it and operated it until 1915 when the Schweigert-Ewald Elevator was purchased by them, and the old plant was discontinued.

The contract has been let for the erection of the new farmers' elevator at Douglas, N. D. The plant will be ready for business by the first of September.

A new elevator company has been formed at Kenmare, N. D., to operate as the Kirby Equity Elevator Company. August Bummer is president; Henry Jacobson, secretary, and S. Bilstad, treasurer.

A. C. Grove is president; J. H. Wenger, vice-president; J. A. Wenstrom, secretary, and J. C. Heron, treasurer of the new Farmers' Elevator Association of Sykeston, N. D. The company will build two new elevators, one at Sykeston and one at Dover.

The Aberdeen (S. D.) Equity Exchange has decided to tear down its present plant and build a new 50,000-bushel elevator, costing \$15,000. O. A. Swanson is president; I. C. Fulker, vice-president; F. F. Hanson, secretary and treasurer of the company.

The new Occident Elevator No. 69 at Jamestown, N. D., has been completed. The new plant replaces the old one on Fourth Avenue and is of 40,000 bushels' capacity. The plant is modern and equipped with double leg elevator for receiving and cleaning grains at the same time.

The Binford Farmers' Elevator Company of Binford, N. D., has sold its elevator to the Binford Farmers' Co-operative Elevator Company. The consideration was placed at \$6,500. The Binford Farmers' Co-operative Elevator Company was organized several months ago with capital stock of \$10,000. A. H. Overby is president.

## SOUTHERN AND SOUTHWESTERN

Repairs are being made on the Houston Elevator, located at Davidson, Okla.

The E. B. Chenoweth Grain Company of Dallas, Texas, has filed a certificate of dissolution.

The Riverside Elevator at Fort Worth, Texas, has been leased by Thompson, Wilson & Co.

A large grain warehouse is to be constructed at Kenton, Tenn., by the Model Mill Company.

A new gasoline engine has been installed in the Orient Elevator by W. T. Titus of Sentinel, Okla.

The elevator plant of O. B. Winsor at Frederick, Okla., is being remodeled and equipped with new machinery.

Construction work has been started on the elevator at Darrow, Okla., by the Wheeler Bros. of Oklahoma City.

It is reported that the Norfolk & Western Railway is contemplating the erection of a \$1,000,000 elevator at Norfolk, Va.

J. A. Hughes has organized the J. A. Hughes Grain Company at Austin, Texas. The capital stock of the concern is \$20,000.

Gough & Whetstone have opened up headquarters at Birmingham, Ala. The concern will deal in grain and grain products.

P. H. Dismukes is interested in the erection of a grain warehouse, 30x70 feet, on the Texas Midland right-of-way, at Kaufman, Texas.

A new elevator is to be established at Cuyler, no p. o., Texas, for the Cozart Grain Company of Woodward, Okla. The contract has been let for the building.

Capitalized with stock of \$25,000, the Sheppard Elevator Company Aline, Okla., has been formed. J. M. Sheppard, O. F. Sheppard and J. R. T. Russell were the organizers.

Capitalized with stock of \$10,000, the Lockbridge Grain & Lumber Company was formed at Oklahoma City, Okla. The incorporators are: S. W. Hogan, J. B. Plum, N. M. Hogan.

A 15,000-bushel grain storage plant has been completed at Cleveland, Tenn., for the Cleveland Milling Company. The structure is of brick, covered with galvanized iron and is nearly fireproof.

Capitalized at \$5,000, the Pocasset Grain & Elevator Company was formed at Pocasset, Okla. F. E. Moore of Chickasha, Okla., and R. W. and E. Davidson of Pocasset were the incorporators.

An addition, increasing the storage capacity to 50,000 bushels, is to be added to the plant of the Austin-Heaton Company at Durham, N. C. The plant will be 84x38 feet, five stories in height.

The Lakeland Grain & Fruit Company was organized at Lakeland, Fla. Capital stock aggregates \$3,000. C. E. Holmes is president and treasurer; H. H. Humphreys, secretary, and O. C. Holmes, vice-president.

The Sleeper Milling & Grain Company of Valley Mills, Bosque County, and of Waco, Texas, has filed incorporation papers. The company is capitalized with \$15,000 stock and was formed by T. M. Sleeper, J. L. Sleeper and W. M. Sleeper.

The Clifton Mill & Elevator Company of Clifton, Texas, has just completed four monolithic reinforced concrete grain elevators, each of 10,000 bushels' capacity. This addition gives the company a total

capacity of 100,000 bushels. Two of its galvanized storage tanks have also been rebuilt.

A grain elevator and mill is to be established at Harrison, Ark., by a new organization formed by W. A. McClure of Memphis, Tenn.

The Brandon Grain Company is contemplating the establishment of a grain elevator at Marianna, Fla. The plant will be of frame construction and equipped with modern grain handling machinery.

The Tennessee Valley Brokerage Company of Sheffield, Ala., has been bought out by the firm, Lyle & Lyle of Huntsville, Ala. The latter concern, under the name of the Lyle-Taylor Grain Company, will engage in a general feed business and mill feed and cornmeal.

## WESTERN

S. Swenson will open up a new grain office at Uniontown, Wash.

A new elevator is soon to be started at Hobson, Mont., by the Equity Society.

The Columbia Elevator Company is erecting a grain elevator at Plevna, Mont.

A new elevator has been completed at Roy, Mont., for the Webster Lumber & Grain Company.

A 50,000-bushel elevator is to be erected at Wenatchee, Wash., by the Wenatchee Elevator Company.

A new grain elevator is being constructed at Tokio, no p. o., and at Paha near Ritzville, Wash.

At Laredo and Yantic, Mont., the H. Earl Black Company of Havre, Mont., is building a 30,000-bushel elevator.

The Roundup Elevator Company is interested in the establishment of a new grain elevator at Waldheim, Mont.

The McNatt Company of Parker, Wash., sold its warehouse at that point to Kenworthy & Son of North Yakima, Wash.

A company of farmers, members of the American Society of Equity, have bought up the farmers' elevators located at Geyser, Mont.

The contract has been let by the Roundup Elevator Company of Roundup, Mont., for the erection of a grain elevator costing \$20,000.

The Montana Central Elevator Company of Reed Point, Mont., has completed arrangements for the erection of a 30,000-bushel elevator.

The Farmers' Elevator Company of Wallum (mail Franklin), Mont., has been organized capitalized with stock aggregating \$10,000.

The State Elevator Company, the Montana Elevator Company and the Rocky Mountain Elevator Company are building grain elevators at Verona, Mont.

A 15,000-bushel elevator plant is to be put up at Hay, Wash., by the Farmers' Co-operative Elevator & Produce Company, which was recently incorporated.

Recently Homer Goodell bought the property of the Roger-Templeton Lumber Company at Moore, Mont. It is probable that another elevator will be erected there.

Bulk grain is to be handled at Chesaw, Wash., by the recently organized Chesaw Grain Company. Either the steel tank or the frame elevator system will be utilized.

Two modern and up-to-date elevators have been contracted for by the Farmers' Union of Uniontown, Wash., one to be constructed at Uniontown and one at Leon, no p. o.

Contract has been let by the Farmers' Co-operative Association for the erection of a new 40,000-bushel grain elevator at Winifred, Mont. The cost of the erection will be \$11,000.

Capitalized with stock of \$1,000, the Tillamook Farmers' Co-operative Warehouse Company was formed at Tillamook, Ore. M. T. Chance is president and Gus Goeyes secretary.

W. C. Pitt has moved his 60-barrel flour mill to Lovelocks, Nev. Work has started on the construction of four concrete elevator tanks which will more than double the grain storage capacity.

The contract has been let by several farmers' equity societies for the building of grain elevators at Agawam, Brady, Kolin and Williams, Mont. Each plant will be of 3,500 bushels' capacity.

The Oneida Milling & Elevator Company has let the contract for the building of a warehouse, 80x100 feet, at American Falls, Idaho. The warehouse will have a concrete floor and three unloading doors.

On June 17, the Farmers' Elevator & Trading Company of Fort Benton, Mont., awarded the contract for the erection of a 30,000-bushel elevator there. It is hoped that plant will be ready for operation by August 10.

The contract has been awarded by the Molson Union Elevator Company for its new elevator at Molson, Wash. The elevator will be 34x30x40 feet and have a capacity of 35,000 bushels. The plant will be equipped with a grain cleaner, dump scales and an automatic loading scales. Electricity will

furnish the motive power. A warehouse of 100,000 bushels' capacity is also to be installed.

Farmers' co-operative elevators are under construction at Shepherd, Mason, and Fence, no p. o., Mont.

Several improvements are being made on the plant of the Farmers' Grain Company at Creston, Wash. More bins are being added to the elevator and entire plant is being equipped with electricity.

A charter has been granted the Vollmer Warehouse & Milling Company of Vollmer, Idaho. The capital stock of the concern aggregates \$50,000. The company will conduct a grain warehouse and flour mill at Vollmer.

New grain elevators are to be erected at Ilo and Catholic Spur, Idaho, by the Ilo-Rochdale Company of Ilo, Idaho. The Ilo plant will be of 75,000 bushels' capacity and the other one will be 37,000 bushels' capacity.

S. W. Clark, R. A. Boyth, V. H. Quigley, W. H. Waidman and Thomas F. Arnett are the incorporators of the Farmers' Elevator & Milling Company of Geraldine, Mont. The company's capital stock amounts to \$60,000.

Capitalized with \$50,000 stock, the Idaho Grain & Tramway Company has been formed. The company will operate grain warehouses at Kooskia and Stites, Idaho, and the tramway leading from the highlands to the Kooskia Warehouse.

The Farmers' Elevator & Trading Company filed articles of incorporation at Helena, Mont. The capital stock amounts to \$20,000. Incorporators as named are: A. L. Allen, O. L. Grundy, W. N. Morris, R. D. Rhodes, C. C. Ross and J. M. Burns.

The Feeler Warehouse, located at Buhl, Idaho, occupied by the Buhl Grain & Produce Company, is being enlarged. New seed cleaning machinery is being installed and the floor space is to be increased by 3,000 square feet. The capacity for loose grain will be increased by 15,000 bushels. Entire addition is to be of reinforced concrete.

A new elevator is being built at Midvale, Idaho, for the Caldwell Mill & Elevator Company. The plant will be of 60,000-bushels' capacity. The plant will also have a warehouse, 44x60 feet, in connection with it. A grain separator, automatic wagon dumps and passenger elevator will be installed in the elevator proper. It is expected to have the plant completed by September 1.

## MINNESOTA AND WISCONSIN

A new farmers' elevator is being erected at Lambert, Minn.

The elevator of K. G. Knutson of Cokato, Minn., is to be moved to a new site.

Efforts are being put forth to have a farmers' elevator located at Bronson, Minn.

A new elevator at Ellsworth, Minn., owned by the firm, L. B. Spracher & Co., has been completed.

A farmers' elevator company is to be organized at Darwin, Minn., and an elevator be built in the near future.

The Farmers' Elevator Company has taken out incorporation papers at Biscay, Minn., capitalized with \$15,000 stock.

It is reported that the Durham Lumber Company is contemplating the construction of a grain elevator at Wild Rose, Wis.

An addition is to be built in the near future to the elevator plant of the G. E. Gee Grain Company at Minneapolis, Minn.

The farmers' elevator company which will operate an elevator plant at Carlisle Station, Minn., has been completely organized.

Geo. Neilsen of Withee and Frank Hughes of New Richmond, Wis., bought up the elevator of E. J. Crane located at Thorp, Wis.

Geo. Neilsen and Frank Hughes have taken possession of the E. J. Crain Elevator, located at Thorpe (mail Barneveld), Wis.

A large farmers' co-operative elevator is under course of erection at Geneva, Minn. The capacity of elevator will be 25,000 bushels.

The old office building of the Farmers' Elevator Company located at Wanamingo, Minn., is to be torn down and replaced by a new one.

The Donahue-Stratton Company, which operates the St. Paul Elevator "A" at Milwaukee, Wis., has increased its stock from \$100,000 to \$250,000.

Several repairs are to be made on the plant of the Lewisville Farmers' Elevator Company at Lewisville, Minn., including the erection of a feed store room.

The charter of the St. Anthony & Dakota Elevator Company at Minneapolis, Minn., has been amended, the capital stock being increased from \$1,000,000 to \$1,500,000.

Negotiations were recently concluded transferring the Marshall-Hammel Elevator at Kaukauna, Wis., from Julius J. Martens to the Kaukauna Elevator & Produce Company. The equipment and stock are



being moved to Martens' mill from the Kaukauna Elevator & Produce Elevator.

It is reported that the Updike Grain Company of Omaha, Neb., has leased the large elevator located on the Northwestern Railroad at Milwaukee, Wis.

A new, up-to-date 35,000-bushel elevator plant is to be constructed at Murdock, Minn., for the Farmers' Elevator Company. The contract for the erection of this plant has already been let.

Numerous improvements are to be made on the elevator of the Farmers' Elevator Company at Hardwick, Minn. A new floor is to be put in and the walls and ceiling covered with steel.

A new warehouse is to be built for the Farmers' Co-operative Elevator Company at Sanborn, Minn. The elevator will handle flour and feed and the new house will be used to store the supply to be kept on hand.

The storage capacity of the Daisy Mill of the Duluth-Superior Milling Company at Superior, Wis., is being increased by 250,000 bushels. It is hoped that the addition, which consists of eight concrete bins, will be ready in time to handle the new crop.

## OHIO AND MICHIGAN

E. S. Danner, Muir, Mich., contemplates building an addition to his elevator.

The elevator business of A. E. Bates at Geneva, Ohio, was sold by him to Geo. F. Burwell.

The Peoples' Grain Company's property at Free-land, Mich., has been sold to O. A. Beach of Saginaw.

H. M. Hosler disposed of his elevator located at Findlay, Ohio, to the Hancock Co-operative Elevator & Supply Company.

Harry and John Williams recently bought the elevator property of the King Elevator Company located at Barryton, Mich.

A new elevator leg and conveyor system is being installed in the East Side Iron Elevator at Toledo, Ohio, at a cost of \$35,000.

The capital stock of the Swanders Grain Company, operating at Swanders, Ohio, has been increased from \$15,000 to \$20,000.

Efforts are being put forth to organize a farmers' co-operative company at Pemberville, Ohio, to operate a farmers' elevator. An option has been secured on Bushman Bros.' plant; cost, \$5,500.

Preliminary arrangements have been completed for the incorporation of a Farmers' Co-operative Elevator Association at Flushing, Mich. The company will establish and conduct a co-operative elevator at that place.

Work has been started on the construction of the McBain Grain Company's elevator at Lake City, Mich. The elevator will be located on the Grand Rapids & Indiana Railroad. Plant will be ready for occupancy by fall.

The Burrell Engineering & Construction Company has a contract for eight concrete storage tanks for the Fostoria Grain Company of Fostoria, Ohio. The cost will be \$30,000. On June 1, the name of the concern was changed from the Fostoria Grain Company to the Fostoria elevator.

## INDIANA

Additions are to be made to the plant of M. Wertheimer & Sons, grain dealers, at Ligonier, Ind.

The Akin-Erskine Milling Company, operating at Evansville, Ind., has completed the erection of six new 4,000-bushel storage tanks for wheat.

The Reliance Construction Company has the contract of the Farmers' Elevator Company for the erection of a new elevator at Montmorenci, Ind.

C. Lee and his son, Ralph, of Frankfort, Ind., have bought up the grain elevator located at Hamlet, Ind. Victor Clark was the former proprietor.

The elevator located at Skelton (mail to Mt. Carmel, Ill.), Ind., has been taken over from A. Waller & Co., of Henderson, Ky., by Schultz & Bump.

Complying with the demand for additional elevator facilities in the Indianapolis market, the Indianapolis Elevator Company (Elevator "A") is making extensive improvements and changes in its present plant. The grain drying plant and elevator legs supplying them will be equipped with electric motors. The installation of bleaching plant has necessitated the clipping of a large quantity of oats and a large oat clipper is being installed operated by an electric motor, so arranged that the operation will be continuous from clipper to bleacher. Cleaning machinery is being so arranged to insure larger capacity and quick handling. The four elevator legs are to be enlarged and all machinery operating same increased, giving an unloading capacity of 26,000 bushels per hour. Short drag belts under working floor are being replaced with 18-inch screw conveyors which will deliver grain from storage to elevator boots. An extra leg is being installed to elevate grain to storage tanks independent of working house, which will discharge into large gas pipe

spouts, and a large conveyor belt installed in tanks tunnel replacing a smaller belt used at present. A car puller sufficient to pull 25 cars operated by an electric motor is being installed which will have access to their four tracks. Two additional loading spouts will be installed made of large gas pipe. Garners over their four 2,000-bushel hopper scales are being increased to 1,500 bushels. These extensive improvements with their already large equipment will make this an up-to-date terminal house.

## MISSOURI, KANSAS AND NEBRASKA

An elevator is being erected at Utica, Kan., by W. E. Irvine.

P. Millis of Nash, Kan., now owns an elevator at Kiowa, Kan.

The elevator of P. S. Houston, located at Gem, Kan., is being repaired.

J. B. Sterrett is assignee for the Coker Elevator Company of Slater, Mo.

The Comfort Grain Company of Cawker City, Kan., is being reorganized.

A. B. Harriman contemplates the erection of an elevator at Smithton, Mo.

A modern elevator has been built at Bucklin, Kan., by the Gould Grain Company.

F. A. Wallin now owns the elevator of J. B. Hatch, located at Dixon, Neb.

The elevator of J. B. Shaum at Tarkio, Mo., has been leased by him to R. L. Gross.

Repairs are being made on C. A. Sperry's elevator located at Bunker Hill, Kan.

A new 15,000-bushel elevator is to be built at Shields, Kan., for the Farmers' Union.

Farmers in the neighborhood of Burrton, Kan., are interested in the erection of an elevator.

An elevator located at Frankfort, Kan., has been bought up by C. J. Hasket of Vermillion, Kan.

The Vandervelde Elevator, located at Phillipsburg, Kan., is now owned by the Farmers Union.

A. S. Glock is the principal incorporator of the Millerton Farmers' Grain Company of Millerton, Neb.

Reports state that H. C. Rice is interested in the building of a 25,000-bushel elevator at Durham, Kan.

On the Missouri Pacific right-of-way at Kingman, Kan., W. A. Bartholemew is erecting a new elevator.

A new grain elevator is to be constructed at Edmond, Kan., by the Farmers Co-operative Elevator Company.

G. O. Shellabarger is replacing his old elevator at Utica, Kan., with one of modern construction and equipment.

The Equity Elevator at Trenton, Neb., has been taken over by the Farmers' Equity Union from Frank Real.

Numerous improvements have been made by W. F. Bolan of Rossville, Kan., on his elevator there, making it up-to-date.

The L. H. Pettis Grain Company, whose headquarters are at Hutchinson, Kan., will build a new elevator at Plains, Kan.

The Powhattan (Kan.) Elevator of the Derby Grain Company is being remodeled. A new car loader is being installed.

The Southwest Elevator Company of Trousdale (r. f. d. Newton), Kan., has completed the erection of a new elevator there.

The elevator located on the Missouri Pacific at Hastings, Neb., has been purchased by the Farmers' Grain & Supply Company.

The Farmers' Union has arranged for the erection of three elevators at Lincoln, Juanita (no p. o.) and Denmark (no p. o.) Kan.

Articles of incorporation have been taken out for the Farmers' Grain & Produce Company of Gordon, Neb. Capital stock is \$15,000.

Stanley and Frank Konovalske have bought the Union Pacific Elevator from the Belleville Grain & Coal Company, Belleville, Kan.

A new 15,000-bushel elevator is to be built by the Farmers' Equity Union of Republican City, Neb., replacing the one which burned.

Improvements are being made by W. R. Browning on his plant at Padonia, Kan., including the erection of a new office building.

L. E. Conklin sold his elevator at Douglass, Kan., to L. D. Brandt, after the latter disposed of his elevator plant located at Rosston, Okla.

A charter has been granted the Farmers' Co-operative Grain Company of Rising City, Neb. Capital stock of the concern aggregates \$20,000.

The elevator located at Norcatur, Kan., has been bought from the Central Granaries Company by the Farmers' Co-operative Elevator Company.

The Saunders-Westrand Elevators located at Hartington, Magnet and Wakefield, Neb., have been taken over by a new company of which M. I. Dolphin of

Bloomfield, Neb., and Lance Jones of Omaha are the principal incorporators. The capital stock of the concern is \$35,000.

A new farmers' organization has been completed at Emerson, Neb. The company will purchase the Bring Elevator, and coal and hog business.

Articles of incorporation have been taken out for the Emporia Elevator & Feeding Company of Emporia, Kan. The capital stock of the concern is \$30,000.

The Peru Farmers Co-operative Grain Company has been organized at Peru, Neb., capitalized with \$10,000. J. D. Graves is president and J. Henning, secretary.

The elevators located at Thurston, Pender and Emerson, Neb., have been purchased from the Holmquist Lumber & Grain Company by Moseman-Heyn Company.

The Duff Grain Company's elevator plant situated at Haddam, Kan., has been taken over by the Farmers' Union Elevator & Supply Company. New machinery is to be installed.

The Mapps Farmers' Elevator Company, recently formed at Mapps Station (York p. o.), Neb., has bought up the Van Wickle Grain & Lumber Company's elevator plant at that point.

Work has been started on the erection of a 25,000-bushel elevator for the recently organized Farmers' Co-operative Elevator Company of Blair, Neb. The cost of erection will amount to \$25,000.

The grain elevator of the United Elevator & Grain Company at St. Louis, Mo., has been taken over by the J. H. Teasdale Commission Company. The plant is of 700,000 bushels' capacity.

An additional elevator, 30x36 feet, with capacity of 15,000 bushels, is to be added to the plant of the Belleville Mill & Elevator Company located at Belleville, Kan. Two office rooms will also be added.

W. D. Kuhn, who is interested in the Denton-Kuhn Grain Company at Kansas City, Mo., has traded his real estate property in Holton and his elevators at Holton, Arrington, Birmingham, North Cedar, Kelly, Ontario, Goff, Bern and Jewell City, Kan., with C. Brubaker of Bronaugh, Mo., for the latter's 1,440-acre farm.

## IOWA

Construction work has been started on the new elevator at Eldon, Iowa.

M. O. Hocum sold his elevator located at Gaza, Iowa, to Mr. Defreese of Alta.

Van Buskirk Bros. of Shenandoah have purchased two elevators at Anthon, Iowa.

Work is nearly completed on the new elevator of Ernest Nachtigal at Viola, Iowa.

The Union Mercantile Company will engage in the grain and coal business at Grinnell, Iowa.

F. O. Hocum has disposed of his grain and elevator business at Fonda, Iowa, to Guy F. Wilde.

Articles of incorporation are to be filed for the Farmers' Elevator Company of Blanchard, Iowa.

The Sanborn Elevator at Lawton, Iowa, has been purchased by H. Bremer, who formerly owned this plant.

John Wiener, owner and operator of the Wiener Elevator Company at Luverne, Iowa, has failed in business.

The interests of J. P. Jeska in the elevator at Forest City, Iowa, were recently taken over by Andrew Clauson.

The elevator and other property of A. J. Graham at Carnarvon, Iowa, has been taken over by Emil Stoelck of Lidderdale.

The Farmers' Elevator Company located at Little Sioux, Iowa, has been refused a site for its elevator by the railroad company.

A new elevator plant is to be constructed at Steuben and First Streets, Sioux City, Iowa, by the Terminal Elevator Company.

The Farmers' Elevator Company, located at New London, Iowa, has reorganized and made plans for the immediate construction of a new elevator.

It is said that the Farmers' Elevator Company, located at Turin, Iowa, will either build a new elevator or purchase the Trans-Mississippi Elevator at that point.

Henry Denzel's elevator property at Forest City, Iowa, has been sold by him to the Farmers' Co-operative Elevator Association, which recently formed at that place.

The Hubbard Grain Company of Mason City, Iowa, has remodeled its elevator plant located at Miller. A new engine room has been built and new machinery been installed. Capacity of plant is 50,000 bushels.

The Burrell Engineering & Construction Company of Chicago, Ill., recently completed a new 15,000-bushel elevator for the Bouton Grain Company at Bouton, Iowa. The plant is equipped with two elevating legs, corn sheller, dump, and other modern



machinery. All power is furnished by electric motors.

Capitalized with stock of \$50,000, the Stratford Grain & Supply Company has been incorporated at Stratford, Iowa. E. L. Nelson is president and E. H. Hawbaker, secretary of the new concern.

B. F. Holder is president of the new Farmers' Grain Company of Sherwood, Iowa. Capital stock of the company aggregates \$6,000. A new and modern elevator plant will be erected immediately by the concern.

The large grain elevator of Reynolds & Rude at Ellsworth, Iowa, has been disposed of to the Farmers' Elevator Company by them. This company will in turn buy the elevator of the S. M. Brinton Grain & Coal Company.

## CANADIAN

A large elevator is now under course of construction at Morse, Sask., Canada.

At Swift Current, Sask., a new elevator is being built for the Imperial Company.

At Transcona, Man., a 1,000,000-bushel elevator is to be erected for the Dominion Government Railway.

Alberta Pacific Grain Company of Edmonton, Alta., will erect 15 new elevators in the near future.

The Canadian Government is going to build a 1,000,000-bushel elevator plant at St. John, N. B., Canada.

Reports state that the Woolworth Grain Company of Duluth, Minn., will build an elevator at Portage La Prairie, Man., Canada.

Plans are being prepared for the Maple Leaf Milling Company, Toronto, Ont., for new grain elevators, to be erected in the near future.

A grain elevator and new mill is to be built at Toronto, Ont., by the E. W. Gillett Company, Ltd. Cost of construction will be \$13,000.

The Saskatchewan Co-operative Company is interested in the erection of a 35,000-bushel elevator at Elrose, Sask., and in a new plant at Girvin, Sask.

Seven standard size grain elevators are to be built in Alberta by the Alberta Farmers' Co-operative Elevator Company, whose headquarters are at Calgary, Alta.

The Imperial Elevator Company recently took possession of the elevator of the Taylor Milling Company of Lethbridge, Alta., located at Taber, Alta.

The Manitoba Grain Growers' Company has awarded Barnett McQueen Company of Canada with contract for its new 800,000-bushel elevator at Port Arthur, Ont.

## GROWING CORN IN MONTANA

Wonderful progress is being made in Montana in the production of corn, according to a recent bulletin by the Experiment Station in that state. Even in the valleys and basins of the mountainous sections corn for fodder or silage has proved very profitable. Naturally the types of corn adapted to this state differ greatly from those of the states to the South and East as the climatic differences are great.

Conditions are so varied in Montana on account of the altitudes of some sections that a variety that produces abundant crops on one farm may be a complete failure elsewhere in the state. The varieties recommended in Montana are early flints, semi-dents, early dents, late flints, and late dents. The early flints yield an average of 42 bushels per acre, followed in order by semi-dents, 37 bushels; early dents, 32 bushels; late flints, 30 bushels, and late dents, 28 bushels. The late flints will mature only in the lower valleys. The other varieties may be grown in almost any section. The late flint is exceptionally abundant.

Harvesting the crop in Montana is done mainly with hogs or sheep and in some cases it is cut with knives or corn binders. The crop is most economically "hogged off."

Stacking corn in Montana can be done successfully, especially if the fall is normally dry. The stacks should be narrow and not over 10 feet high. As yet there are no shredders in Montana, but corn has been successfully threshed in the ordinary threshing machine and practically the same results were obtained as with other grain. Threshing corn is a very economical method of putting the crop in shape for feeding. The shelled grain comes out of the grain spout and the storer and the cobs come from the blower. Some threshermen have hesitated to thresh corn, thinking that it is very hard on the separator, and that only an old machine should be used. Experience with the Montana types of dry corn has proved this to be entirely untrue. Many are now of the opinion that threshing corn is no harder on a separator than threshing tough grain.

The Montana types of corn are comparatively new and in their selection earliness has been the important factor. Consequently there is a great field for future development through breeding.

# ASSOCIATIONS

## CONVENTION CALENDAR

August 3—Michigan Hay & Grain Association, Battle Creek.

September 25-27—Grain Dealers' National Association, Baltimore.

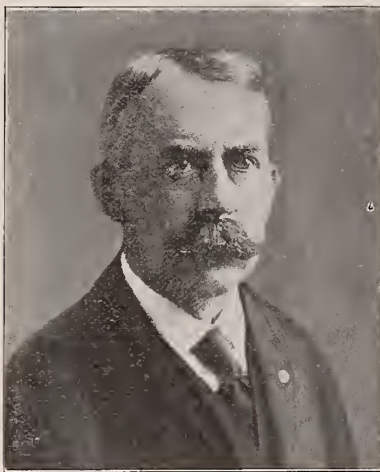
## KANSAS ASSOCIATION HAS NEW DIRECTORY

The new directory issued by the Kansas Grain Dealers Association is a convenient reference book. The names of the towns and stations represented in the Association are arranged alphabetically, and the book contains in addition the constitution and by-laws of the Association, the trade rules and the arbitration rules.

Last but by no means least there is an attractive advertising display, and it looks as if the book would pay for itself. Secretary Smiley is to be congratulated on the good looking volume.

## NORTHWESTERN GRAIN DEALERS ASSOCIATION

It is not customary to look for great enthusiasm or attainments in an organization only two years old, but both were in evidence at the second annual meeting of the Northwestern Grain Dealers Association, held at Hunter's Hot Springs, Mont., June 22, 23, 24. One feature of the meeting was the apparent harmony and good feeling between the indi-



H. N. STOCKETT  
Secretary Northwestern Grain Dealers' Association.

vidual dealers, the line houses, and the co-operative companies. All were represented on the program and all entered into the discussions of every subject, for it seems to be recognized in the Northwest that there is room and a place for all and that by co-operation much more can be accomplished than by hard feeling and friction.

After the opening exercises of the first day, C. W. Sweet talked of the "Flour Mills of the Northwest." John McVay spoke on "The Farmer in the Grain Business." In the evening session a round table was held on the general subject, "Difficulties Met in the Grain Business and How to Overcome Them." This brought out many points and was ably handled, showing that the grain men of the Northwest know their business and how to handle the problems which come up from day to day.

## FRIDAY SESSION

The first address of the morning of the second day was by Charles Quinn, secretary of the National Association. H. M. Giles spoke on the subject, "Mutual Insurance"; Captain I. P. Rumsey on "The Grain Market"; J. W. Goodman on "Railroad Problems"; G. G. Bennett on "The Ethics of Modern Business"; A. E. Barkemeyer on "Pure Seeds and the Right Kind"; Professor Alfred Atkinson on "The Superiority of Montana Grains."

The annual address of Secretary H. N. Stockett was listened to with great interest as it revealed a most surprising state of prosperity and enthusiasm in the Association. The membership is 300, composed of dealers from Montana, Wyoming, Utah and Washington.

## SATURDAY SESSION

The closing session was a full one with addresses by A. W. Withrow, V. E. Butler, J. E. Templeton, and H. N. Stockett.

The election of officers resulted in the re-election of H. S. Anderson, Stanford, Mont., president; R. T. Trask, Bozeman, Mont., vice-president; H. N. Stock-

ett, Great Falls, Mont., secretary-treasurer. Executive Committee: W. T. Greely, Fort Benton, Mont.; D. R. Fisher, Great Falls, Mont.; A. E. Barkemeyer, Cascade, Mont.. The four new directors elected were: W. T. Greely; A. E. Barkemeyer; J. Watkins, Great Falls, Mont.; and H. T. Goodell, Hobson, Mont.

Among the resolutions passed was a strong one endorsing the Rubey Bill, a copy of which was sent to Senator Gore.

## NEW YORK FEED DEALERS MEET

With the exception of the American Feed Manufacturers Association the annual meeting of the New York Feed Dealers Association is the big event of the feed year. The meeting was held in Albany June 21-24. Many interesting and instructive addresses were made, and the entertainment features were by no means neglected.

The officers were re-elected as follows: President, Charles L. Carrier, Sherburne; vice-president, W. C. Richards, Parish; secretary, H. M. King, Waterville; treasurer, M. J. Mudge, Afton. Additional member of the Executive Committee, F. C. Jones, Bullville.

## NOT THE SAME RILEY

Editor American Grain Trade:—For the benefit of your readers I wish to make the following explanation and statement:

There is a company doing business in Indianapolis by the name of "Indianapolis Farm Products Company," with which a man by the name of W. J. Riley is connected.

Some grain dealers, especially in Illinois, have understood, or thought this man was the secretary of the Indiana Grain Dealers Association.

I desire the entire trade to know that W. J. Riley, and Chas. B. Riley, secretary, are entirely different persons. The latter is the secretary of the Indiana Grain Dealers Association, and not connected directly or indirectly with any grain business any place, and not even related to W. J. Riley nor any other Riley connected with the grain business here or elsewhere.

Respectfully, CHAS. B. RILEY,  
Secretary Indiana Grain Dealers Association.

## NEW COMMITTEES IN ILLINOIS

President Victor Dewein of the Illinois Grain Dealers Association has announced the following committees for the ensuing year:

Executive—E. M. Wayne, Delavan, chairman; B. P. Hill, Freeport; E. E. Schultz, Beardstown; Victor Dewein, Warrensburg; U. J. Sinclair, Ashland.

Arbitration—H. A. Hillmer, Freeport, chairman; James Inkster, Herscher; B. S. Williams, Sheffield. Claims—F. S. Larison, El Paso, chairman; Thirman E. Hamman, Milmine; J. E. Collins, Atwood.

Scales—George W. Walker, Gibson City, chairman; Fay R. Best, Sidney; E. W. Jokisch, Boody.

Discount—Victor Dewein, Warrensburg, chairman; J. B. Stone, Mattoon; E. B. Hitchcock, Decatur; G. A. Turner, St. Louis.

Traffic—J. C. Aydelott, Pekin, chairman; V. C. Elmore, Ashland; H. I. Baldwin, Decatur; H. A. Rumsey, Chicago; H. S. Antrim, Cairo.

Resolutions—W. H. Holmes, Lincoln, chairman; C. E. Graves, Weston; C. F. Scholer, Farmer City.

Finance—Harry Allen, Broadlands, chairman; W. A. Webb, Weldon; G. U. Bower, Covell.

Legislative—Lee G. Metcalf, Illiopolis, chairman; R. R. Meents, Ashkum; A. L. Stanfield, Edgar.

## INDIANA DEALERS HOLD MEETING

The mid-summer meeting of the Indiana Grain Dealers Association held at Indianapolis June 19 and 20 proved to be a success in every respect. Those who were present, and the register showed 216 delegates, profited by the informal discussions given to the daily problems confronting the grain shipper and enjoyed the splendid entertainment arranged for by the Indianapolis Board of Trade merchants.

Secretary Riley had arranged for several splendid addresses covering important subjects of interest to the grain dealer.

Ex-President H. H. Deam gave a talk on "What I Think and Know About Trade Associations and Their Value." He emphasized the fact that the value of the Legislative Committee and the work it does for dealers is alone worth the cost of membership; that we come together for the advancement of our business interests and exchange of ideas and go home better equipped to promote our



business. He also called attention to the fact that the National Grain Dealers Association does greater things on account of the great sphere it operates in, while the state organization does the things the national association does not or can not do for its members and would like to see 500 members in the Indiana Association.

H. H. Bingham of Indianapolis and Louisville read a paper on "Uniform Grades," in which he stated that the Federal Commission grades, in his estimation, are working more satisfactorily for everybody connected with the grain business than any other system of inspection ever has done and this would indicate that the time is here in the grain trade when an exact mathematically and scientific inspection of grain is fair and satisfactory to all parties concerned.

The experiences which we have had in handling corn under the Federal grades, he thought, should make us feel that it is desirable that the Department of Agriculture as rapidly as possible present to the grain trade for their consideration grades on wheat, oats and other grains.

E. H. Culver, Chief Grain Inspector of Toledo, Ohio, responded with remarks stating that he was the father of uniform grading and believed that if the markets of the country would live up to these grades as they were promulgated, Government inspection would be unnecessary. He stated that we must have a rule of reason in handling all grain and that rule must be founded on honesty and integrity. Too often six or eight inches of corn cobs or soft grain is found near the bottom of a car. He advised shippers to put in cleaners and load grain evenly.

An address by Jesse Simpson of Indianapolis entitled, "Observations and Experiences as a Country Grain Dealer and as a Receiver," proved interesting. He believed that if every shipper could become a receiver for a short while it would be of advantage to the trade all around, as it would teach them that we all have our troubles. His advice to shippers was to advise the receiver when he ships off-grade stuff so he can handle it to better advantage.

President Hazelrigg in his address discussed the legislative situation at Washington and urged dealers to have their senators and representatives help pass the Rubey and Pomerene Bills. He spoke of the importance of cleaning and conditioning grain before loading; care in the cooping of cars and installing car doors. He did not believe the shippers would object to paying the markets for the cost of issuing car records revealing the exact condition of cars upon arrival at the markets.

Charles A. Rouse, general agent of the Erie Railroad and Erie Dispatch, addressed the convention on "The Merchant Marine or Over-Sea Transportation."

The entertainment features included the entertainment given at the Board of Trade assembly rooms by its members on the evening of the 19th, a trip through the Ford Manufacturing Company assembly plant and a ball game at the Federal League Ball Park between the Indianapolis Board of Trade members and the Clinton County grain dealers, which was won by the latter with a 4 to 1 score.

RESOLUTIONS

The Resolutions Committee then offered the following:

Terminal Practices.

Whereas, members of this Association believe in supporting those markets that render the best and most satisfactory service in every particular, and such service is not and has not been satisfactory in some of the markets in the matter of car condition reports and the methods of fixing discounts; therefore be it

Resolved, that it is the desire of the grain dealers of Indiana that each and every market available to shippers of this state, so perform such service as will result in a complete and thorough examination of each car for leaks, seal record and other conditions or defects, that will tend to disclose exact physical conditions of each car, and that a certificate as to such condition be issued and transmitted to the rightful owner of the grain involved along with weight and inspection certificates, and that settlement papers will not be considered as complete that are not accompanied by such physical condition reports.

Resolved, that in the judgment of this Association each and every market should maintain a discount committee, to end that all discounts may be determined and fixed by competent and disinterested parties, entirely free from influence of either party to transaction.

Resolved, that it is the desire of this Association that each and every market available to and seeking shipments of grain from members of this Association, be and are now respectfully requested to inform the secretary of this Association, within 30 days from now, what their practices are in relation to the matters referred to in the two preceding resolutions; and that the secretary is now directed to transmit such information to the members hereof, by circular letter or otherwise, so that the entire membership may be correctly and speedily informed.

Carriers' Collections.

Whereas, the law relating to the rights and duties of carriers in matter of the collection of undercharges, which permits and requires such carriers to enforce by law the payment of such undercharges, provided such suits are instituted within four years, while patrons of such carriers are required to file claims for loss and damages within four months.

Resolved, that it is the sense of this Association that there should be such modification of the law as will render more equitable this relationship; and be it further

Resolved, that we are in favor of such legislation by Congress as contemplated in H. B. 651, introduced in Congress on December 6, 1915, by Congressman Keating of Colorado, which seeks to compel carriers to institute proceedings within three months from date of delivery of property; and that we favor such legislation by our state as will tend to accomplish the same purpose with reference to intrastate transportation.

Merchant Marine.

Resolved, that it is the sense of this meeting that the head of the Department of Commerce at Washington, D. C., urge the enactment of legislation that will be favorable to a law permitting the upbuilding of the merchant marine of the United States.

President Metcalf.

Whereas, it is with deep regret that we hear of ill-

ness in the family of Mr. Lee G. Metcalf, president of the Grain Dealers' National Association, thus preventing his attendance at our convention; therefore, be it

Resolved, that we tender to President Metcalf our sympathy and hope for a speedy recovery of his good wife.

Natural Shrinkage.

Resolved, that this Association is unalterably opposed to the injection into the tariffs of Central Freight Association of any fixed shrinkage of grain.

Thanks to Committee.

Resolved, that we commend the efforts of Henry L. Goemann and our president, John S. Hazelrigg, and H. H. Deam as representatives of this Association in connection with others interested, in the different conferences relating to the carload minimum.

FIRES-CASUALTIES

Armstrong, Iowa.—Lightning caused slight damage to the farmers' elevator here.

Morrowville, Kan.—The Duff Elevator, located at this point, was consumed by fire on July 1.

Maysville, Ky.—The feed store and mill of Kibler Bros. near here burned with \$10,000 losses.

Amherst, Mass.—Fire damaged the feed store of James E. Merrick & Co. located at this place.

Flesherton, Ont.—The elevator of J. & W. Boyd was burned. Loss estimated at \$5,000 sustained.

Byron, Cal.—On June 17 fire damaged the Gruener warehouse at this place with \$25,000 losses.

Alberta, Minn.—Damages aggregating \$3,500 were done by fire to the farmers' elevator located at this point.

Ft. Cobb, Okla.—Together with about 500 bushels of corn, the elevator of W. P. Ward, located here, burned.

Plainfield, Conn.—The feed and grain store located here owned by T. C. Tillinghast was damaged by fire.

Atwater, Minn.—The elevator of the Farmers' Cooperative Company here was struck by lightning and destroyed by fire.

Clinton, Ind.—W. W. Wrightsman's Elevator here was damaged by fire of unknown origin. Loss partially covered by insurance.

Ulen, Minn.—Fire completely consumed the Hitterdal Elevator at this point. Four thousand bushels of grain were also burned.

Hitterdal, Minn.—The warehouse owned by the Great Western Grain Company, located here, burned on June 21 with \$9,000 losses.

Chelan, Wash.—On June 16 fire broke out in the warehouse of J. T. Boland and destroyed the stock of feed and flour. Loss is about \$1,500.

Michigan, N. D.—Lightning struck the Lamb Bros. Elevator here. The drenching rain put out the fire before any great damage was done.

Roosevelt, Okla.—Fire destroyed the Hobart Mill & Elevator Company's warehouse at Roosevelt on June 23. The loss entailed amounted to \$500.

Lucan, Minn.—Fire destroyed the elevator of the Springfield Milling Company here. The cause of the fire is unknown. About 20,000 bushels of grain were consumed.

Milwaukee, Wis.—While working on the construction of the new grain elevator for the Northwestern road at Milwaukee two workmen were killed. The scaffold gave way.

Pampa, Texas.—Fire on June 28 destroyed the elevator property of the Alva Roller Mills. The building was empty and the loss was partially covered by insurance.

Dayton, Ohio.—On June 24 losses of \$5,000 were sustained by the Herter Feed Company, located here, when fire damaged its plant. Loss was largely covered by insurance.

Bonilla, S. D.—The Siberz-Craig Elevator located here was consumed by fire which started with a hot box in the engine. The Columbia Elevator was also slightly damaged by the blaze.

Pittsburgh, Pa.—Fire originating in the storage room of the feed store of J. M. Brown & Co. on 104-6 McClure Avenue, Pittsburgh, caused damages of \$10,000. The entire building and its contents were destroyed.

Lafox, Ill.—A fire, caused by lightning, resulted in the total loss of the Chicago & Northwestern Railway Elevator here. Damages partly covered by insurance. More than 100 carloads of grain stored in the elevator were destroyed.

Gladstone, Neb.—William Van Buren's elevator and contents here were consumed by fire, which was caused, it is thought, by a hot box in the upper story of the elevator. The building was worth \$5,000; insurance of \$3,500 carried. Three thousand

bushels of grain, fully covered by insurance, were lost.

Dominion City, Man., Canada.—On June 19 fire damaged the elevator owned by Alexander Waddell. The plant contained but little grain and the loss was partially covered by insurance.

Bloomdale, Ohio.—L. R. Good lost his elevator here by fire with losses of \$25,000, partly covered by insurance. The elevator was filled with wheat, corn and oats at the time of the blaze.

Iowa Falls, Iowa.—Fire of unknown origin occurred in the elevator of the Farmers' Elevator Company here and resulted in the total destruction of the plant and its contents. Loss amounted to \$4,000. Fire started in a freight car containing oil and gasoline.

Woodyard, Mail Danville, Ill.—Lightning struck the elevator of the National Elevator Company of Indianapolis, Ind., located here, on June 26, causing a fire which destroyed the plant completely. About 40,000 bushels of corn were contained in the plant at the time of the blaze. Loss estimated at \$50,000, partly covered by insurance. Two carloads of corn on siding near elevator were also destroyed.

Ansonia, Ohio.—The grain elevator owned by J. W. Houserman of Greenwich and leased by C. E. Harmony of Ansonia was burned to the ground together with 3,000 bushels of grain. In addition to the grain in the building a carload of grain standing nearby was also destroyed. The origin of the fire is unknown but it is thought that spontaneous combustion caused it. The elevator was insured for \$5,000 and contents for \$3,000. The building was valued at \$12,000 and the contents of the plant were valued at \$2,500.

GRAIN IMPROVEMENT IN ONTARIO

The thirty-sixth annual report of the Ontario Agricultural and Experimental Union describes in a comprehensive manner the work done by the Union in 1914. This work was largely the determination of the best varieties of the different grains grown in Ontario, the experiments being made on test plots at Guelph and also with seed distributed by the Union and tested on farms in all parts of the province under ordinary farm conditions. In some cases 141 comparative tests were made in this manner.

The results of the grain tests were as follows:

Varieties.	Comparative value.	Yield per acre.		
		Straw (tons).	Grain (bus.).	Grain (lbs.).
Oats (141 tests)—				
O. A. C. No. 72.....	100	1.52	52.38	1,781
O. A. C. No. 3.....	73	1.26	48.96	1,665
Alaska'.....	60	1.26	43.64	1,484
Six-rowed barley (18 tests)—				
O. A. C. No. 21.....	100	1.20	35.70	1,714
Common Emmer.....	65	1.15	28.32	1,359
Two-rowed barley (5 tests)—				
Hanna.....	100	1.18	36.72	1,762
Two-rowed Canadian.....	60	.92	29.02	1,393
Hulless barley (8 tests)—				
Black Hulless.....	100	1.40	24.84	1,490
Guy Mayle.....	91	1.44	23.17	1,390
Spring wheat (13 tests)—				
Wild Goose.....	94	1.10	19.08	1,145
Marquis.....	100	.99	17.77	1,066
Winter wheat (9 tests)—				
Imperial Amber.....	98	1.63	31.69	1,901
American Banner.....	87	1.40	30.80	1,848
Crimean Red.....	100	1.34	30.40	1,824
Banatka.....	72	1.28	28.83	1,730
Yaroslaw.....	80	1.57	28.27	1,696
Spring rye (4 tests)—				
O. A. C. No. 61.....	100	2.13	25.36	1,420
Common.....	92	2.25	25.00	1,400
Field peas (25 tests)—				
Canadian Beauty.....	100	1.07	21.07	1,264
Early Britain.....	86	.82	20.67	1,240
Field beans (7 tests)—				
Marrowfat.....	83	1.08	24.28	1,457
Pearce's Improved Tree.....	100	1.18	24.00	1,440
Common Pea.....	75	.87	20.15	1,209
Soy beans (3 tests)—				
Early Yellow.....	100	.49	30.44	1,826
Brown.....	88	.33	18.44	1,106
Corn for grain (17 tests)—				
Early White Cap Yellow				
Dent.....	91	7.79	57.64	3,228
Salzer's North Dakota.....	100	8.80	52.33	2,930



## HAY, STRAW AND FEED

E. T. Kohle has entered the feed and flour business at Franklin, Pa.

A feed store has been opened at Tolland, Conn., by Frank W. Gardner.

The Davis feed store located at Victor, Iowa, has been purchased by Wm. Smith.

An addition is to be erected to the feed store of W. L. O'Neill at Remer, Minn.

Alfred Storer disposed of his feed business at Nobleboro, Maine, to C. B. Stahl.

B. A. Howard's feed business at Leverett, Mass., has been bought by C. H. Beaman.

Improvements have been made on the feed store of G. Cook & Co., of Holland, Mich.

J. M. Williams & Co. have opened at Springfield, Ky., a new feed, grain and flour store.

J. Kopeitz's feed and flour business at Lindsay, Neb., has been purchased by J. J. Ducey.

The Hodge Feed Store at Bedford, Ind., which burned, is to be rebuilt in the near future.

A wholesale feed and grain business has been opened at Hillyard, Wash., by G. C. Gregory.

The feed and flour business has been entered at Altmar, Oswego County, N. Y., by Craig & Co.

F. D. Mathews & Co. succeed Mathews & Harrison in the feed and flour business at Kingston, N. Y.

Frank Maley's feed and grain business situated at Sharon, Pa., has been taken over by R. Lurie.

A new feed and flour store is to be opened up at Wakefield, Neb., by J. C. Engleman of Norfolk, Neb.

An addition is being built to the warehouse of the Wilson-Legler Feed Company of Leavenworth, Kan.

A branch store is to be opened at Hillyard, Wash., by the Falls City Mill & Feed Company of Spokane, Wash.

W. B. Jack's interest in the feed company at East Danville, Danville p. o., Ohio, was purchased by J. L. Sonner.

The 3 Americas Company is building a feed plant at Kewanee, Ill., for the Kewanee Farmers Elevator Company.

Quartus D. Gowing has retired from the feed business at Springfield, Vt., which he has operated for the past 41 years.

A warehouse of brick construction, 75x115 feet, is to be erected at Ennis, Texas, by the Balbridge Feed & Fuel Company.

W. P. Whittemore & Co. have sold their feed store at Hyde Park, Ind. Sta. Boston, Mass., to A. F. Conley of Denham, Mass.

A bean elevator and feeding plant is to be constructed at Trinidad, Col., by the Isbell Bean Company of Detroit, Mich.

The capital stock of the Pierce Grain & Hay Company, operating at Van Wert, Ohio, has been decreased from \$30,000 to \$20,000.

J. L. Vermeil has withdrawn from the partnership of J. L. Vermeil & Co., operating at San Francisco, Cal., as the Mission Feed Company.

The C. W. Bosler Company was formed at Dover, Pa., capitalized with stock of \$100,000. The company will deal in feed, grain and flour.

Smith & Caswell, feed and flour dealers operating at Utica, N. Y., have dissolved. The interest of Mr. Smith has been bought up by Mr. Caswell.

Capitalized with stock of \$25,000, the Independent Hay & Grain Company has been formed at Evansville, Ind. John K. Jennings was the principal incorporator.

B. S. Morris is president; Chas. M. Hoffman, vice-president; and John H. Flynn, secretary treasurer of the Gilbert Farmers' Hay & Grain Association of Gilbert, Ariz.

S. C. Awbrey, Frank B. Ezell and John L. Dyer have organized the Southwestern Fuel & Feed Company of El Paso, Texas. The company's capital stock amounts to \$15,000.

Capitalized with \$100,000, the Fernando Valley Feed & Fuel Company was organized at Los Angeles, Cal. O. B. Hubbell, Geo. F. Bales and M. C. Sutton were the incorporators.

For the purpose of buying and selling hay, feed and grain, the Farmers' Grain Company was recently organized at Corning, Mo. The company has a capital stock of \$5,500.

A charter has been granted The Vertrees Company of Palatka, Fla., capitalized with \$10,000. The company will engage in buying and selling hay, feed, grain, etc. C. C. Hudson is president; Leon Jones,

vice-president; F. J. Holcomb, secretary and treasurer of the new concern.

The old feed warehouse of the Farmers' Elevator Company at Hawkeye, Iowa, has been torn down and will be replaced with a larger one immediately.

Incorporation papers were granted the Economic Feed Company, Inc., to deal in hay, feed and grain at Brooklyn, N. Y. J. Tannebaum, H. A. Oswald and J. A. Craig were the organizers.

For the purpose of dealing in feed and grain, the Blue Ribbon Feed Company, Inc., was formed at Schenectady, N. Y., capitalized with \$10,000. J. M. Sullivan, G. T. and J. W. Roddy of Tray were the organizers.

M. Wheeler is president and H. G. Wiringer, vice-president, secretary and treasurer of the recently incorporated Consumers' Coal Company which will deal in hay, grain, coal, coke and wood at Sioux City, Iowa. Capital amounts to \$10,000.

### ANNUAL HAY BULLETIN

The sixteenth annual bulletin of W. D. Power & Co., 12-15 New York Hay Exchange, New York, contains its usual quota of useful information. Unlike most annuals which deal statistically with the past, this one deals largely with the present and future, and reviews crop prospects, the car and general railroad situation, the New York facilities for handling hay, straw, and produce, in all of which the firm is engaged, and then gives a list of hints to shippers of hay which are particularly pertinent at this time. These hints are as follows:

**Disastrous Competition in Country Buying.**  
To avoid disastrous competition meet and talk things over with your competitors. Have an understanding as to territory. Do not accept tag weights. Make purchases on the basis of scale weight when delivery is made. Discontinue buying hay in the mow or stack. Buy according to grade after it is pressed. Discontinue  
[CONTINUED ON PAGE 52.]

## TOBERMAN, MACKEY & COMPANY

### RECEIVERS AND SHIPPERS OF GRAIN AND HAY

St. Louis

Kansas City

## MARTIN MULLALLY COMMISSION COMPANY

**Track and Sample Sales of Hay, Grain  
and Seeds our Specialty. Full Market  
Values Realized. Prompt Returns.  
Careful Execution of Orders for  
Futures.**

MEMBERS: St. Louis Merchants' Exchange  
National Hay Association  
Grain Dealers National Association

**Rooms 405-406 Chamber of Commerce  
ST. LOUIS**



## H A Y W. D. POWER & CO.

Established 1901

Are the largest receivers of consigned hay in Greater New York.

**H** They have an extensive City and outside trade and are in a position at all times to place shipments where they will show shippers the very best possible results. **H**

**A** They have trade for all grades of good, merchantable hay, straw and alfalfa. **A**

**Y** They issue a weekly market letter giving the detailed condition of the hay, straw and alfalfa market. **Y**

If you desire to have your name placed on their mailing list for a copy, advise.

**MAIN OFFICE:**

New York Hay Exchange, 601 W. 33rd Street, New York City

**H A Y**

## CARLISLE COMMISSION CO. KANSAS CITY, MO.

ESTABLISHED 1889

### Pioneer Alfalfa Dealers

We extend to shippers and buyers a service based on facilities and experience gained during more than a quarter of a century; we are still growing, however, and are not too old to learn.

**Three Essentials** } **Financial Strength with Efficiency**  
                                  **Integrity with Experience**  
                                  **Conscientious Service**

## Steel Wire Bale Ties

**For All Kinds of Baling Purposes**

Such as Hay, Straw, Jute, Moss,  
Excelsior, Rags, Paper Stock, Etc.

**Quality, Make, and Count  
Guaranteed**

They are not excelled by any other tie in this, or any other country, and are "Made in America."

## H. P. & H. F. Wilson

544 West 22nd Street,

New York

*Established in 1870*

## Put Your Confidence in a Firm

whose endeavor is to serve its customers to their entire satisfaction, **always.**

To reach this end we have been ready at all times to improve our service so as to make our dealings

## Best for the Shipper Best for the Buyer

Permit us to state right here that we heartily endorse any action the National Hay Association may take to remedy any defects in our present system of uniform grading of hay and the observance of these National Hay Association grading rules.

We have been in the hay receiving and shipping business for the last 20 years and are now one of the largest dealers in the country as a result of our efforts in improving our service in the interest of our customers, our honest methods and honest prices.

A new hay crop is before us, and if you are not yet familiar with our service try us on the next car of hay you are shipping or buying. Our service assures satisfaction.

## ALBERT MILLER & CO.

192 N. Clark St., Chicago, Ill.

LARGEST HANDLERS OF HAY IN MIDDLE WEST



[CONTINUED FROM PAGE 50.]

buying poor, no-grade, unsound and trash hay. The result is invariably disastrous to the shipper. Such hay should be consumed on the farm. It is worth more for fertilizer than can be realized for it by sending it to market. See that your pressers use care in marking weights on bales. Figures should be plain so they can be easily deciphered. Poor, unreadable figures result in a loss to the shipper.

**Hay Damaged in Transit.**

A large amount of hay is damaged in transit, chargeable to loading dirty cars. When a dirty car is furnished, if it can't be put in proper condition, don't run a chance of damaging a lot of hay by loading. Also examine carefully the doors and fastenings after loading. A slight repair to doors will prevent rain from penetrating the car.

**Weighing Hay.**

On shipments of hay and straw in car loads handled through hay warehouses and at outside points where there are no facilities for unloading, the hay is sold from car door inspection or according to the grade the car contains. The correct weight is determined by test and tally when unloading car and billing will be adjusted on weights so ascertained. Tests will be made by the official weigher of the New York Hay Exchange and will consist of 10 bales per car when cars are loaded with what are known as large bales, and 15 bales per car when cars are loaded with what are known as small bales.

In regard to the present market conditions the bulletin says:

The unexpected has again happened. Reports that we received from the principal hay producing sections of the East and West, previous to June the first, were to the effect that the 1915 crop was practically all shipped out and it was a matter of grave uncertainty whether there was enough old hay held by farmers to take care of the farm and market feeding until the new crop was in a fit condition to feed. Notwithstanding the fact that practically all of the principal hay carrying roads were embargoed, on or about June 1, liberal shipments were forwarded from this state, Pennsylvania, Michigan, Ohio and Indiana.

What has developed since June 1 would indicate that instead of the crop being closely shipped out on that date there was an abundance of hay back to supply the demand until the new crop was ready for distribution, and if all of the railroads would have accepted the hay that was ready to come forward there would have been nearer 5,000 cars at the New York terminals and in transit than 1,800. This, in our opinion, is a conservative estimate of the amount of hay in sight at the present time, enough to supply the demand the greater part of, if not throughout, July.

We have, during the past two months, advised shippers to market the balance of the crop gradually during June, July and August, which would prevent overstocking the market and holding prices steady and firm until a free movement of the new crop started. Shippers either did not adhere to our advice or the farmers forced them to take their hay in order to make room for the growing crop. The result of the heavy receipts during the latter part of June and the early part of July will be a very much lower scale of values on all grades.

At this writing there is an abundance of hay widely scattered throughout the Metropolitan Section. Buyers fully understand the situation and sellers are, to a great extent, obliged to accept their views as to prices.

There is no prospect of an improved condition until the surplus is disposed of. The only thing that will help out and clear up the market would be largely increased export demand or a good-sized Government order, which has been anticipated since the commencement of the mobilization and moving to the Mexican border, the National Guards from this and other states.

The above is the exact situation at this writing and our views.

**ST. LOUIS AMENDS HAY RULES**

At a special election of St. Louis Merchants' Exchange members July 6 the following amendments to the rules governing hay were adopted, as well as an amendment to fix fees to be charged for flour and other inspections:

**Section 5.**

In all cases of complaint as to the inspection of hay, and all disputes arising between the buyer and seller of hay, regarding grade or quality of hay sold, or the value of the hay delivered, or any other controversies arising in connection with transactions in hay on which settlement cannot be made satisfactorily by the buyer and seller between themselves, the dispute shall be referred to the Hay Arbitration Committee, which shall be appointed by the Board of Directors of the Merchants' Exchange, and shall consist of 5 members, as follows: Two hay receivers, two feed dealers, and one arbitrator who has no connection with the hay trade; the decision of this Committee to be final and binding on all parties.

**Section 6.**

On all hay on track, or to be switched, sold by grade or by representation, the buyer shall accept and pay for all hay equal to grade or representation. On all hay sold by door sample or door inspection, the buyer shall accept and pay for the same percentage of each quality or grade in the entire car, as is shown by the door sample, based upon the relative number of bales of each grade visible.

**Section 7.**

No rejection or reclamation may be made unless within three days, excluding Sundays and legal holidays, after the hay has been placed for unloading at the specified point of delivery within the switching limits of St. Louis, East St. Louis, Madison, Ill., or Granite City, Ill., or the National Stock Yards, Ill.

**Section 8.**

All hay sold from track, or to arrive, to be subsequently switched or delivered to an industry or team track, shall be unloaded within five calendar days after actual or constructive delivery to the specified tracks, or to the lead or switch upon which the industry is located, and for the purpose of this rule the records of the railroad company of the time of tender or delivery shall be *prima facie* evidence; and in case hay is not unloaded within said five days, seller shall have the right to collect from buyer, basis of shipper's weights, less the usual discount 1½ per cent of the tare weight and settlement shall so be made.

**Section 9.**

Interest shall be charged on all money advanced or paid to shipper, on account of or against such property from the time of such advancement, until two days following date of local weight certificate; and in case hay is sold on destination weights, interest shall be charged from time of such advancement or payment to the time of reimbursement from buyer; provided always,

that the minimum rate of interest so charged shall be at the rate of six (6) per cent per annum.

**Section 10.**

The Board of Directors of the Merchants Exchange shall appoint one or more hay inspectors, who shall be fully qualified to grade hay, and who shall not have any interest or connection with the buying or selling of hay in the St. Louis market. These inspectors shall be authorized, and it shall be their duty under the rules of the Exchange and the regulations adopted by the Board of Directors of the Merchants Exchange fixing the grades and regulating the methods of grading hay, to inspect all hay handled by members in St. Louis, East St. Louis, and territory contiguous; such inspection to be binding and to govern all transactions in hay between members of the Exchange; except that all parties shall have the privilege of appeal to the proper committees appointed under the rules.

**Section 11.**

The Board of Directors is hereby invested by the members with the authority to make regulations establishing standards of hay and straw—which shall be known as St. Louis Grades—and shall be binding in all trades between members made in St. Louis, East St. Louis or points contiguous; to fix the fees for inspection; to designate who shall pay the fees and to whom they shall be payable and to adopt and change as may be deemed expedient such regulations as may effectuate the purpose of this rule.

The following firms issued a circular in support of the amendments: Graham Martin Grain Company; Eaton, McClellan Commission Company; Picker & Beardsley Commission Company; Ballard-Messmore Grain Company; Martin Mullally Commission Company; Fuller-Wooldridge Commission Company; Nanson Commission Company; J. H. Teasdale Commission Company; Smith Vincent Commission Company; Morton & Company and Goffe & Carkener Company.

**ST. LOUIS MARKET**

Martin Mullally Commission Company of St. Louis, Mo., reports for the past week that timothy hay ruled quiet and easier at a lower range of prices for old hay; while there is a fair demand for No. 1 and choice, good No. 2 hay, there is prac-

tically no inquiry for common No. 2 and lower grades, which are the larger portion of the offerings, consequently poor grades of old hay are moving very slowly at the declining prices. New timothy hay is arriving in good condition and is of excellent quality, meeting with ready sale at the prevailing prices. Prairie hay is scarce and wanted. There is a fair inquiry for good No. 2 prairie, but practically no demand for common No. 2 and lower grades. Good new prairie, if offered, would sell at higher range of prices, and we advise prompt shipments. Alfalfa hay is in light offerings and the demand good.

Toberman, Mackey & Co., St. Louis, Mo., July 12: "The market is barely steady with fair demand for very choice grades of old timothy. All other qualities of old hay more or less neglected, especially the lower grades, of which there is an over-supply on the market, and lower prices accepted in order to effect sales. The new hay is arriving more freely. It seems to be in pretty fair condition and demand fair. High grades of prairie wanted and none on market. Lower grades unsaleable to any advantage."

**CHICAGO HAY MARKET**

Albert Miller & Co. of Chicago say of hay July 12: "As long as the new hay can be shipped to arrive in as good condition as that coming in at present, we advise liberal shipments, as the trade will take same readily. Present feeling among the trade would indicate a large amount of the new prairie hay will be used. We therefore advise shipments as soon as you have some ready. The better grades of old timothy are meeting a ready sale, while medium and low grades are slow sale. The run of new hay will last only a short while and the last of July or first part of August old timothy will be needed and possibly sell better than now."



A petition of bankruptcy has been filed by the Stamford Seed Company of Stamford, Conn.

Joshua A. Barry, operating as the Barry Grain Company at Buffalo, N. Y., has filed a voluntary petition of bankruptcy. The liabilities are scheduled at \$6,589.

A suit has been filed by C. C. McKenna, formerly deputy inspector at Tacoma, Wash., against State Inspector R. O. Jarboe. The plaintiff asks for \$20,000 damages for alleged defamation of character.

For failure of the defendant, Joseph Wilcox, to pay for goods sold to him, the Ohio Grain Elevator Company of Milford Center, Ohio, has filed suit in the Common Pleas Court, to recover amounts of \$100, which is due on a promissory note, with interest and \$194.26 with interest.

A verdict of "not guilty" was passed by Federal Judge Anderson at Chicago, Ill., in the case of the government against Bernard A. Eckhart, who was charged with accepting rebates from the railroads of the Pennsylvania system on shipments of grain and flour. Mr. Eckhart is president of the B. A. Eckhart Milling Company.

The Brown Oglesby Cash Feed Company of Little Rock, Ark., has filed a suit against the Hayes Grain & Commission Company, Hayes-Thomas Grain Company, S. T. French and Little Rock Grain Company, asking damages of \$35,000. The plaintiff claims that the defendant established the Little Rock Grain Company across the street from it with sole purpose of driving it out of business.

The petition of Charles England & Co., Gill & Fisher, John T. Fahey & Co., and Lederer Bros. of Baltimore, Md., that a receiver be appointed to take charge of the grain salvaged from the tanks adjoining the Pennsylvania No. 3 Elevator which burned, has been refused by the judge of Circuit Court No. 2 of Baltimore. The petition has not been dismissed but is held in abeyance in court until further action is taken.

The District Court of Teton County, Mont., has dismissed the case of the state against the Rocky Mountain Elevator Company of Helena. Now the state has appealed the case before the Supreme Court. The complainant charged that the defendant maintained elevators at Choteau and Dutton, with competition at the former place. There is a difference of one cent in freight rates to Eastern and Western terminals between the two places and a difference of a cent and a half to Great Falls. In January, 1915, a farmer delivered a load of wheat to the Dutton Elevator, receiving \$1.11 a bushel with five pounds deducted for dockage. The same day he hauled another load from the same bin to

Choteau, receiving \$1.20 a bushel with only one pound deducted for dockage. The lower court held the complaint was insufficient to convict defendants.

On the complaint of James Richardson & Sons, Ltd., of Kingston, Ont., the Circuit Court of Baltimore, Md., issued a mandatory injunction requiring the master of the steamship *Willem Van Driel, Sr.*, to sign and turn over to complainants the bills of lading upon which this vessel was loaded with wheat at the Pennsylvania Elevator No. 3, which burned down recently. The vessel was loading at the time of the conflagration and was almost completely loaded when she caught fire and was entirely consumed. Richardson company claims that wheat in hold of ship was consigned to the Dutch Government, to which it was sold by them, but, since the fire, the vessel's master has refused to give up the bills of lading.

**LIABILITY OF CARRIER WITHOUT BILL OF LADING**

In the case of the *Morrison Grain Company vs. Missouri Pacific Railway Company* (170 Southwest Reporter 404), in the Kansas City Court of Appeals, the plaintiff brought action against the railroad in two counts. In both the plaintiff sought to recover damages on a car of Kafir corn. It was alleged that a delivery of the corn to defendant as a common carrier for transportation, a failure to deliver same, and its loss to plaintiff. The second count alleged that after defendant had placed a car in front of plaintiff's elevator, and the latter had loaded it with Kafir corn for transportation by defendant, and had left it within the 100-foot zone of the elevator covered by plaintiff's insurance, the car was destroyed that night by fire and the plaintiff brought action for damages in the sum of \$577.50.

It is alleged that the switching crew moved the car of corn off the elevator side track to a place convenient for taking it out on the road with other cars at that station, to make up the train. This was done at the order of the station agent. As it was after dark the elevator man had not issued a bill of lading and this was understood by the station agent and allowed. The plaintiff promised the station agent a bill of lading in the morning. Different clauses in the law make it necessary to hand out a bill of lading immediately on delivery of car to carrier or the latter is not responsible. However, as it had been moved by order of the defendant's station agent the jury gave the plaintiff the full value of the corn destroyed or \$577.50. The judgment was affirmed on condition that a remittitur be made within 10 days; otherwise the case will be reversed and remanded.



## FIELD SEEDS

A seed business has been commenced at Horse Cave, Ky., by Jewell & Paull.

Two new grain distributors have been installed in the plant of the Illinois Seed Company at Chicago, Ill.

Reports state that the Ratekins Seed House at Shenandoah, Iowa, will open up a new branch at Tulsa, Okla.

The elevator and mill of the Oswego Seed & Grain Company at Mounds, Okla., has been purchased by R. L. Barton.

S. P. Huss has awarded the contract for the erection of an alfalfa seed cleaning plant to be erected at Yuma, Ariz.

On August 1, the Allen & Reils Seed Company will open up with a complete line of seeds, feed and supplies at Tampa, Fla.

Articles of incorporation have been filed for the Farmers' Gin & Seed Company of Rison, Ark. The company's capital stock aggregates \$10,000.

The Crawfordsville Seed Company of Crawfordsville, Ind., has completed arrangements to move into its new quarters during the month of August.

Chas. E. Cameron, who has for 17 years been with the Churchill Grain & Seed Company, operating at Toledo, Ohio, has been succeeded by Clarence Schaaf.

James, James T. and Wm. J. Anderson have incorporated the Anderson Bros. Company to deal in seeds at York, Pa. Capital stock of the concern aggregates \$40,000.

The Griswold Seed Company of Lincoln, Neb., which recently went into the receivers' hands, has been reorganized and will operate as the Griswold Seed & Nursery Company.

A large interest in the Bluegrass Seed Company of Mt. Sterling, Ohio, has been purchased by George Hays of Louisville. Many improvements are being contemplated by the concern.

The W. A. Davis Seed Company recently incorporated at Bozeman, Mont. The concern will deal in field and garden seeds. The capital stock of the company amounts to \$100,000.

I. F. Tabb, M. O. Cockrell, J. H. Smith and J. L. Brown have filed incorporation papers for the Mt. Sterling Seed Company of Mt. Sterling, Ky. The company's capital stock aggregates \$50,000.

The Springfield Seed Company operating at Springfield, Mo., recently held its annual election. R. R. Ricketts is the new president; W. D. Murray, vice-president; A. S. E. Sanders, secretary-treasurer.

The Courteen Seed Company of Milwaukee, Wis., has started the erection of a modern brick seed house at Twin Falls, Idaho. The plant when equipped with machinery will cost approximately \$25,000. The main structure will be 65x100 feet, and modern in every respect.

## MEETING OF AMERICAN SEED TRADE ASSOCIATION

The thirty-fourth annual convention of the American Seed Trade Association was held in the Hotel Sherman, Chicago, June 20, 21 and 22. An excellent program had been arranged and there was an unusually large attendance to listen to the instructive papers read and taken part in in the important discussions on matters pertaining to the seed trade.

The new officers chosen to serve the coming year are: Kirby White, Detroit, Mich., president; F. W. Bolgiano, Washington, D. C., first vice-president; L. L. Olds, Madison, Wis., second vice-president; C. E. Kendel, Cleveland, Ohio, secretary and treasurer.

Executive Committee: J. M. Lupton, Mattituck, N. Y.; J. L. Hunt, Cambridge, N. Y.; H. M. Earl, Philadelphia, Pa.; L. H. Vaughan, Chicago; W. G. Scarlett, Baltimore, Md.

One of the subjects discussed was the plan of holding the annual meeting alternately in New York and Chicago. The matter was referred to the Executive Committee.

President J. M. Lupton of Mattituck, N. Y., called the first session to order and after a very cordial speech of welcome extended to the delegates by J. C. Vaughan of Chicago and response by F. W. Bolgiano of Washington, read his annual address.

Speaking of the importance of the Association, the president said:

The Seed Trade Association today has a mission. It is not merely protective, but constructive as well. We need no protection beyond that which justice and equity ought to provide, but justice and equity may be obscured through misunderstanding; therefore we find a united work on the part of the whole seed trade neces-

sary to secure them, and there never was a time in the history of the seed trade when co-operation has been more urgently needed, not only because of its protective features, but to promote those higher business ideals for which this Association avowedly stands.

Secretary C. E. Kendel of Cleveland, Ohio, in his annual report shows a total membership of 183.

The treasurer's statement gave the receipts for the year at \$3,955.20. Disbursements were \$2,568.54, leaving a balance on hand of \$1,386.73.

The following subjects were presented to the convention in interesting papers: "The Evolution of Corn Growing and Feeding in the Northwest," by O. K. Bush of Northrup, King & Co., Minneapolis; "Importance of True Costs," by Robert E. Belt of the Federal Trade Commission; "Farmers' Associations," by W. D. Weedy of John A. Salzer Seed Company, LaCrosse, Wis.; "Fair Play Seed Advertising," by F. B. White of Agricultural Publishers' Association, Chicago.

Among those prominently associated with the seed trade interests who attended the convention were: Chas. Dickinson, Frank Dukes, Arthur D. Heffron of The Albert Dickinson Company, Chicago; A. E. Reynolds and R. W. Baker of Crabbs, Reynolds, Taylor Company, Crawfordsville, Ind.; George S. Green, Tbos. E. Kemp, Richard Williams, F. H. Huyck of the Illinois Seed Company, Chicago, Ill.; Ben P. Corneli and Clifford Corneli of Schisler-Corneli Seed Company, St. Louis, Mo.; J. A. Waring of Hulburd, Warren & Chandler, Chicago; F. W. Kellogg and W. A. Lohr of Courteen Seed Company, Milwaukee, Wis.; Chas. E. Prunty, St. Louis, Mo.; A. T. Ferrell of A. T. Ferrell & Co., manufacturers of seed and grain cleaners, Saginaw, Mich.

## Grain and Seeds

## SEEDS FOR SALE

We are prepared to book your orders for the following seeds: Alfalfa, Cane, White and Yellow Maize, Kaffir, Feterita, German, Golden, Siberian, Hog Millets, in carload lots or mixed cars. We live in the heart of district where the above seeds grow. Sample sent on request. L. A. JORDAN SEED CO., Winona, Kan.

## EXPERIENCED SALESMAN WANTED

An equal partner in well established, prominent, growing mail order seed business located in Missouri. Established eight years; the fastest growing house in Central States; sales increasing 50 per cent each year. A real chance for the proper man who has character, integrity, and enough capital to handle half interest. Correspondence solicited; all confidential. MISSOURI SEEDSMAN, Box 6, care "American Elevator and Grain Trade," Chicago, Ill.

## SEEDS

## WANTED

We are in the market for clover seed, screenings, tailings, and badly bucked clover seed. Send samples to THE KING SEED CO., North Vernon, Ind.

## WE BUY AND SELL

## Seeds

## Write Us Your Needs

SCHISLER-CORNELI SEED CO.  
St. Louis, Mo.

## YOU CAN'T READ ALL

the market news. Get a summary of it once a week in our Weekly Review. Highlights of the week—facts, figures and factors—grouped for easy, quick reading and reference. Postal request starts it your way.

## SOUTHWORTH &amp; CO.

Grains Seeds Provisions  
TOLEDO, OHIO

## THE ILLINOIS SEED CO.

CHICAGO, ILL.

We Buy and Sell

## FIELD SEEDS

Ask for Prices. Mail Samples for Bids.

NEW CROP CRIMSON CLOVER  
DWARF E RAPE

WHOLESALE ONLY  
JUST ARRIVED FROM EUROPE  
ASK FOR PRICES

I. L. RADWANER, - New York City

## THE WHITE GRAIN CO.

Buyers and Shippers of Carload Lots

Wheat, Oats, Maize, Kaffir, Feterita, Millet, Cane Seed, Ear and Buck Corn, Alfalfa, Bermuda and Prairie Hay.

When you have anything to sell, write or wire us.

If you want to buy do likewise.

Connection at every Station in the Panhandle.

AMARILLO, TEXAS LUFKIN, TEXAS

## GET WILLET'S SEED CATALOGUE

A 100-page Southern seed encyclopedia. Large dealers in Cotton Seeds, Velvet Beans, Cow Peas, Soy Beans, Sudan Grass, Peanuts and all manner of Southern farm, Garden, Forage and Grass Seeds.

N. L. WILLET SEED CO. - Augusta, Ga

## SEEDS

Grain, Clover and Grass Seeds,  
CHAS. E. PRUNTY,  
7, 9 and 11 South Main St. SAINT LOUIS

## The ALBERT DICKINSON COMPANY

## GRASS SEEDS FIELD

To Meet Demands Of

## PURE SEED LAWS

Chicago

Minneapolis



## GRAIN TRADE PATENTS

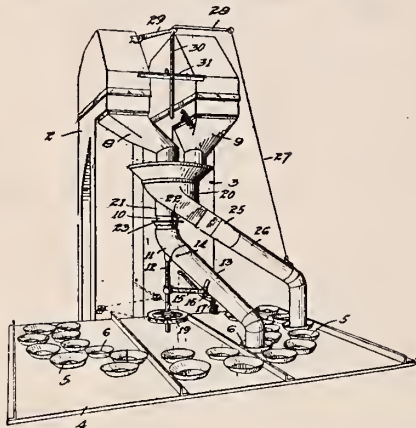
Bearing Date of June 13, 1916

Seed Corn Drying Stand.—James M. Hogan, Lexington, Ill. Filed July 16, 1915. No. 1,186,904.

Grain Separating Screen.—Patrick B. Heffernan, Sibbald, Alberta, Canada. Filed June 25, 1915. No. 1,186,775.

Distributing Spouts.—Thomas E. Ibberson, Minneapolis, Minn. Filed December 21, 1915. No. 1,187,324. See cut.

Claim: A plurality of grain elevator legs and a corresponding number of distributing spouts communicat-



ing with said legs and mounted to swing on the arcs of concentric circles of different radii.

Bearing Date of June 20, 1916

Grain Door.—William Walker, Sedalia, Mo., assignor by direct and mesne assignments, of one-third to Sven P. Alquist, Sedalia, Mo., and one-third to William L. Kellogg, Parsons, Kan. Filed May 28, 1915. No. 1,188,120.

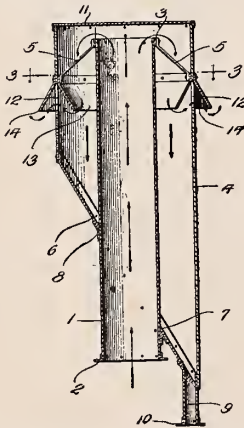
Grain Car Door.—Angus Gilbert McCormack, Port Arthur, Ont., Canada. Filed August 3, 1914. No. 1,187,635.

Bearing Date of June 27, 1916

Grinding Mill.—Frank A. Ryther, Chicago, Ill., assignor to International Harvester Company of New Jersey, a corporation of New Jersey. Filed July 20, 1912. No. 1,188,493.

Dust Collector.—Herman Hermansen, Baybridge, Ohio. Filed April 20, 1916. No. 1,188,768. See cut.

Claim: A dust collector comprising a flue through which an upward draft of dust-laden air or gas is adapted to travel, a cylindrical casing surrounding the upper end of said flue and having a closed top and bottom, the latter being steeply inclined and having at its lower end a dust outlet, metal straps secured to the upper end of the flue at one end and to the wall of said



casing at their other ends, said wall having a plurality of circumferentially spaced air or gas outlets disposed below the upper end of the flue, hoods on the exterior of the casing and extending over said air or gas outlets, and an annular baffle plate in said casing secured at its upper edge to the wall of the latter above said air or gas outlets, said baffle plate inclining downwardly and inwardly and terminating in or below the plane of the lower edges of said outlets, said baffle plate serving to cause the air or gas to travel downwardly and then laterally, such downward travel serving to impart momentum to the particles of dust and the like in said air or gas, this momentum acting simultaneously with gravity to separate the aforesaid particles from the draft in which they have been carried.

Bearing Date of July 4, 1916

Electric Grain Heater.—James M. Jordan, Churchville, Va. Filed August 5, 1915. No. 1,189,575.

Dust Collector.—Frederick A. Wegner, Silver Creek, N. Y. Filed April 22, 1916. No. 1,190,051.

DURING February, the import duty having been removed, Spain imported 45,987 metric tons of wheat, most of which came from the United States. During the same month 7,337 tons of corn were imported, of which the greater part came from South America.

ALL the grain warehouses at Chicago, Ill., that have been on the regular lists the last year have been declared regular by the Board of Trade for the coming year, July 1. There are 11 houses with a total capacity for 14,050,000 bushels.

## For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

## ELEVATORS AND MILLS

### FOR SALE

A 25,000-bushel grain elevator, 22 miles from Minneapolis on C. M. & St. P. Railroad, in the village of Lakeville, Minn. The elevator is in good condition, with hopper and dump scales, also a gasoline engine and ticket office. Will sell cheap. Inquire of J. J. HYNES, Rosemount, Minn.

## NOTICE OF SALE OF REAL ESTATE AND MACHINERY

Notice is hereby given that the undersigned Trustee of the Estate of the Hodapp Hominy Company, an insolvent debtor, will offer at private sale to the highest bidder, the real estate and machinery of said insolvent debtor, which said real estate is described as follows: In Jackson County, State of Indiana, to-wit: Lots 144, 145, 146 and 147, all in Block "W," City of Seymour, located on a private railroad switch to the B. & O. S.-W. R. R. Co. That he will receive bids at the office of said debtor on or before the 10th day of August, 1916, and from day to day thereafter until sold, he will receive bids either for all of the above described real estate together, or he will receive bids in parcels to suit the purchaser.

On above real estate are located the brick milling plant and machinery of said Hodapp Hominy Company, which said plant has a capacity to grind about 100 bushels corn per hour into the different corn milling products. There is also located on said real estate a corn crib adjoining said milling plant having a capacity of 10,000 bushels of corn with cobs and 5,000 bushels of shelled corn. Also a brick office and exchange building, 32x126 feet, two-story high and basement, arranged with a storage capacity of 12,000 bushels wheat. Also a frame building, 26x40 feet, used as a storage building.

The said Hodapp Hominy Company has an established trade on their corn milling products, grain business, and retail exchange business, it being a rare opportunity to purchase an established business in a good agricultural country.

### Terms of Sale:

The terms of sale will be for cash, and not less than the appraised value, and subject to the approval of the Judge of the Jackson County Circuit Court.

The trustee reserves the right to reject all bids.

J. H. Kamman, Atty. for Trustee. FRED STEINKER, Trustee Hodapp Hominy Company, Seymour, Ind.

## Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

### FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

## MISCELLANEOUS NOTICE

### FERRETS

One thousand good ratters, hunters. Breeding stock sale. H. BREMAN CO., Danville, Ill.

## POSITIONS WANTED

### POSITION WANTED

As manager of elevator. Have had four years' experience in elevator and feed business. A-1 references. Employed as manager of elevator at present. W. A. D., Box 7, care "American Elevator and Grain Trade," Chicago, Ill.

## MACHINERY

### FOR SALE

One 40-horsepower stationary gas engine in first-class condition. Full particulars on application. Write to THE ADVANCE MACHINERY COMPANY, Toledo, Ohio.

### FOR SALE

A 5-horsepower DuBois Gasoline Engine with circulating tank, new; bargain. Also some bargains in refitted gasoline engines. STANDARD SCALE CO., 1345-47 Wabash Ave., Chicago, Ill.

### SCALE BARGAINS.

Newly Overhauled. Good Condition. Guaranteed. Immediate Shipment.

- 4, 5 and 6-ton Standard Wagon Scales.
- 5, 6, 8 and 10-ton Fairbanks Wagon Scales.
- 6 and 8-ton Howe and Columbia Wagon Scales.
- 2,500, 3,500-lb. Fairbanks Dormant Scales.
- 2,500-lb. Chicago and Buda Dormant Scales.
- Also Portable Scales.

Write for Low Price and Full Information. STANDARD SCALE CO., 1345-47 Wabash Ave., Chicago, Ill.

## BAGS

### FOR SALE

5,400 second-hand cotton grain bags at 11 cents each, f. o. b. St. Louis; any quantity. FOELL & CO., 123 Market St., St. Louis, Mo.

## FOR SALE—BURLAP BAGS OF EVERY KIND

New or second-hand, plain or printed with your brand; seamless cotton grain bags; sample bags; burlap, cotton, sheeting, or paper for car lining, etc.

Wanted: Second-hand bags; best prices paid. WILLIAM ROSS & CO., 409 N. Peoria St., Chicago, Ill.

Edward P. McKenna

John A. Rodgers

## McKENNA & RODGERS COMMISSION MERCHANTS

Grain and Provisions, Shippers of Corn and Oats

61 Board of Trade, CHICAGO

Consignments given Special Attention

Phone Harrison 7228

Orders in Futures carefully executed

## THE SYKES COMPANY

930 West 19th Place, Chicago

### MAKERS OF FIREPROOF WINDOWS

WE manufacture all gauges of corrugated iron, either painted or galvanized. We make Patent Cap Roofing, Roll Cap Roofing, "V" Crimped Roofing, Metal Ceilings, etc., etc.

We make a specialty of

### Corrugated Iron and Metal Roofing For Grain Elevators

And take contracts either for material alone or job completed. Write us for prices. We can save you money.



# OBITUARY

**DENISON.**—At the age of 80 years, Robert F. Denison, a retired grain man, died at Brooklyn, N. Y.

**GRAHAM.**—Arthur Wellington Graham, a well-known Lafayette, Ind., grain man, died there not long ago. The deceased was 54 years.

**SCUDDER.**—T. F. Scudder died at Tucson, Ariz., where he had gone for his health. Mr. Scudder was a grain dealer for many years at Fountain-town, Ind.

**BENTLY.**—J. R. Bently was killed in an automobile accident near Hamburg, Iowa. Mr. Bently was principal owner of the Nishna Valley Seed & Grain Company of Hamburg.

**KETTLES.**—Heart failure caused the sudden death of Robert P. Kettles, chief grain sampler of the Chicago Board of Trade. Further details will be found elsewhere in this issue.

**WILLIAMS.**—Geo. P. Williams died at Kansas City, Mo., during the latter part of June. Mr. Williams was for 12 years registrar of the Missouri Grain Department at Kansas City.

**TEARSE.**—Heart disease caused the death of W. P. Tearse, formerly associated with the grain firm, Marfield, Tearse & Noyes Company of Minneapolis, Minn. He died at his home in Winona, Minn., aged 72 years.

**CUMMINGS.**—Harry K. Cummings died recently in California and was buried in Philadelphia, Pa. Mr. Cummings was president of the old Corn Exchange, the forerunner of the present Commercial Exchange, in 1883.

**STEMPER.**—Henry Stemper died recently as the result of an automobile accident at Springfield, Long Island. Mr. Stemper was for several years connected with the export branch of the J. Rosenbaum Grain Company and for the past three years was

manager director of the Grain Growers' Export Company of Winnipeg and New York.

**SHANARD.**—Geo. H. Shanard of the Shanard Bros., grain dealers at Bridgewater, S. D., died during the month of June. Mr. Shanard was a member of the Milwaukee Chamber of Commerce.

**CONANT.**—On June 27, Chas. A. Conant, who was a member of the Boston Chamber of Commerce, died at his home at Newton, Mass. Mr. Conant had for many years been in the feed and grain business as a broker.

**GREENE.**—Apoplexy caused the death of Jefferson J. Greene, at Peoria, Ill., aged 85 years. In 1886 Mr. Greene engaged in the grain business at Dunlap, but after three years disposed of it and moved to Peoria. He is survived by his widow and one daughter.

## WAR PRICES FOR GRAIN BAGS

BY H. A. CRAFTS.

The present extremely high cost of grain bags is agitating the entire Pacific Coast grain trade. California is especially interested, for in this state virtually all the grain goes into sacks. Some of the big millers, such as the Sperry Company, are putting up grain elevators, but the farmers and dealers are almost entirely destitute of elevator facilities, although there is now considerable agitation looking towards their establishment.

One of the leading causes of the high cost of grain bags is the prevalence of the European war. The great bulk of jute bags and raw jute comes from the East Indies, and as Great Britain controls that market, she is diverting a large proportion of the exports to the lines of the Allies. C. S. Colby, one of the great jute producers of India, was

in San Francisco the other day, and in the course of an interview threw much light upon the subject. He said that up to date more than 40,000,000 jute bags have been used by the Allies on their various battle fronts to be filled with sand and used to strengthen the military defenses, principally in France and Belgium. "The British authorities," said Mr. Colby, "have used fully 25 per cent of the Indian jute output since the beginning of the war for trench work. The increased demand thus created has caused a jump in prices."

The great bulk of grain sacks used in California are imported from Calcutta. A certain percentage is manufactured at the California State Prison at San Quentin, but as the raw material has to be imported from India the cost is about the same.

In former years grain sacks have been as low as six cents each. Then they went up to 10 cents, which was considered very high. Now there is talk of their going to 15 cents. The latest quotations from the San Francisco market are as follows: San Quentin, 10 cents; Calcutta, spot, 13¼¢ @ 14 cents; ditto June and July deliveries, 13¼¢ @ 13¾ cents.

The San Francisco market, however, is pretty quiet, considering all circumstances, a fact accounted for by the reluctance of the grain raisers to pay the prevailing high prices, and a disposition to hold off for lower prices. The normal requirements in grain sacks each year on the Pacific Coast amounts to about 72,000,000 sacks, but as the grain crop is short this year it is estimated that 62,000,000 sacks will be sufficient for all demands.

Recently the steamer *King Malcom* arrived at San Francisco with a cargo of Indian burlap and ready-made bags to the equivalent of 12,500,000 sacks. But of this amount only 2,500,000 bags remained on the coast, the balance being re-shipped to the grain centers of the Middle West. So it is estimated that even with the short grain crop the Pacific Coast will be short about 10,000,000 sacks.

One marked feature of this boost in prices of grain sacks is the scramble for second-hand sacks. All dealers are saving their empty sacks to the last one, as they bring from six to seven cents each; and the "rags, bottles, sacks" men are vying with each other in scouring town and country for the waste sacks.

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McKenzie & Rodgers, commission merchants.\*  
Merritt Co., W. H., buyers and shippers.\*  
Miller & Co., Albert, hay and produce.†  
Nash-Wright Grain Co., grain, provision, seeds.\*  
Norris Grain Co., grain merchants.\*  
Paynter, H. M., grain and field seeds.\*  
Pope & Eckhardt Co., grain and seeds.\*  
Rosenbaum Brothers, receivers, shippers.\*†  
Rosenbaum Grain Co., J., shippers.\*  
Rumsey & Co., grain commission.\*  
Sawyers Grain Co., grain commission.\*  
Schiffin & Co., Philip H., commission merchants.\*  
Shaffer, J. C., & Co., grain merchants.\*  
Somers, Jones & Co., commission merchants.\*  
Vehon & Co., M. L., commission merchants.  
Wagner & Co., E. W., receivers and shippers.\*  
Ware & Leland, grain and seeds.\*

### CINCINNATI, OHIO.

DeMolet Grain Co., grain, hay, flour.\*

### COLUMBUS, OHIO.

McAlister, Jas. P., & Co., shippers grain and hay.

### CRAWFORDSVILLE, IND.

Crabbs-Reynolds-Taylor Co., grain and seed.\*†

### DECATUR, ILL.

Baldwin & Co., H. I., grain brokers.\*

### DETROIT, MICH.

Dumont, Roberts & Co., receivers and shippers.\*

Swift Grain Co., receivers and shippers.\*

### DULUTH.

Randall, Gee & Mitchell Co., grain & hay.\*†  
White Grain Co., grain and hay.\*†

### EVANSVILLE, IND.

Small & Co., Inc., W. H., field seeds, grain.\*†

### FRANKFORT, IND.

Frank & Co., Wm., grain brokers.\*

### HARRISBURG, PA.

Harrisburg Feed and Grain Co., grain and feed.\*†

### INDIANAPOLIS, IND.

Boyd Grain Co., Bert A., grain commission.\*  
Kendrick & Sloan, receivers and shippers.†  
Merchants Hay & Grain Co., receivers and shippers.†  
Miller Grain Co., receivers and shippers, grain, hay.  
Mutual Grain Co., commission, grain, brokerage.\*  
Shotwell & Co., C. A., commission grain and hay.†  
Urmston Grain Co., commission.\*†  
Witt, Frank A., grain commission and brokerage.

### JACKSON, MICH.

Bartlett Co., J. E., salvage grains, offals.

### KANSAS CITY, MO.

Moore-Lawless Grain Co., grain receivers.\*  
Moore-Seaver Grain Co., corn and oats specialties.\*  
Nicholson Grain Co., W. S., grain commission.\*  
Peirson-Lathrop Grain Co., grain commission.  
Peppard Seed Co., J. G., alfalfa seed, millet and cane.  
Western Grain Co., shippers grain and feed.\*

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Eby & Son, Jonas F., receivers and shippers.\*†

### LUFKIN, TEXAS.

White Grain Co., seeds.

### MANSFIELD, OHIO.

Goemann Grain Co., grain merchants.\*†

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Wheeler, Ernest, brokerage & commission.\*†

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Armstrong, W. J., Co., hay merchants.†  
Bartlett & Son Co., L., grain commission.\*  
Courteen Seed Co., seeds.  
Donahue-Stratton Co., buyers and shippers.\*  
Fagg & Taylor, corn, oats, barley.\*  
Mohr-Holstein Commission Co., grain commission.

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McCaul-Dinsmore Co., commission merchants.\*

Quinn, Shepherdson Co., grain merchants.\*  
Scroggins-McLean Co., receivers and shippers.

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Forbell & Co., L. W., commission merchants.\*†  
Keusch & Schwartz Co., grain commission.\*  
Radwaner, I. L., seeds.

### NORFOLK, VA.

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### OMAHA, NEB.

Cavers Elevator Co., receivers, shippers.\*  
Crowell Elevator Co., receivers and shippers.\*  
National Grain Co., grain commission.\*  
Western Hay & Grain Co., hay, grain, feed.

### PEORIA, ILL.

Buckley, Pursley & Co., commission merchants.\*

Feltman, C. H., grain commission.  
Grier & Co., T. A., grain commission.\*  
Miles, P. B. & C. C., grain commission.\*†  
Mueller Grain Co., receivers and shippers.  
Rumsey, Moore & Co., grain commission.\*  
Tyng, Hall & Co., grain commission.\*

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Richardson Bros., grain, flour, mill feeds.\*

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McCague, R. S., grain and hay.\*†  
Heck & Co., W. F., grain, hay, mill feeds.\*†  
Smith & Co., J. W., grain, hay, feed.\*

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Mullally Commission Co., Martin, commission merchants.\*†

Nanson Commission Co., receivers and shippers.\*†

Picker & Beardsley Com. Co., grain, hay and seeds.\*†

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Schisler-Corneli Seed Co., seeds.

Toberman, Mackey & Co., grain, hay and seeds.†

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King & Co., C. A., grain and seeds.\*

Southworth & Co., grain and seeds.\*†

Wickenhiser & Co., John, grain dealers.

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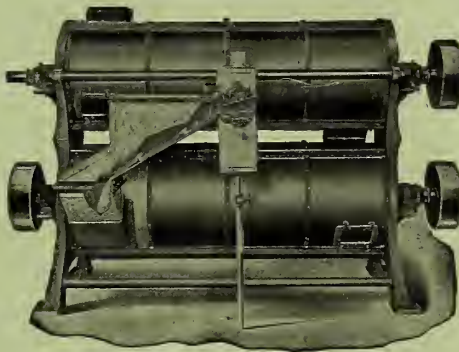
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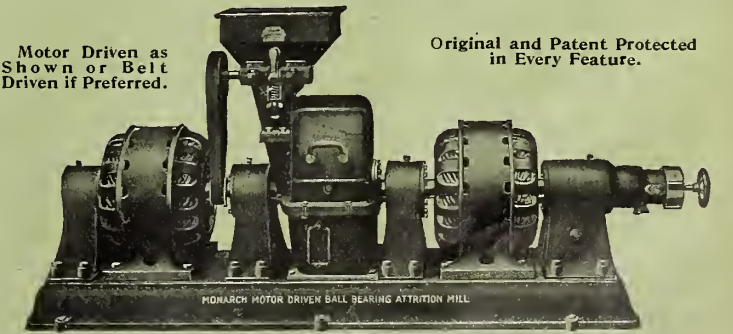
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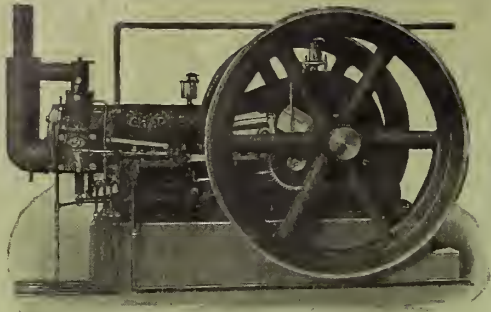
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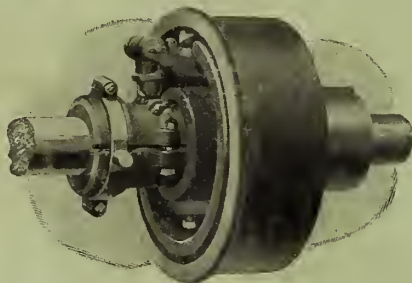
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